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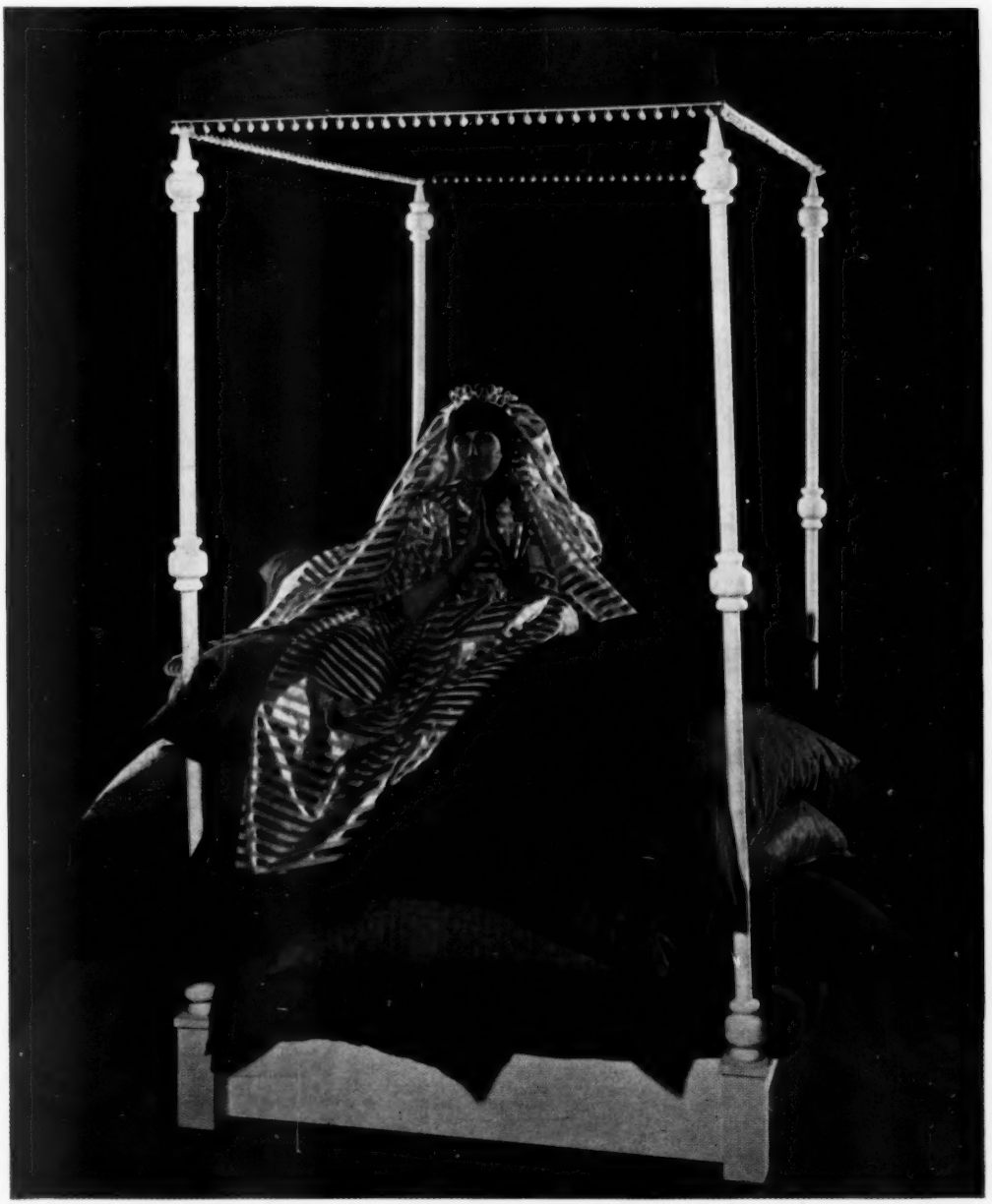

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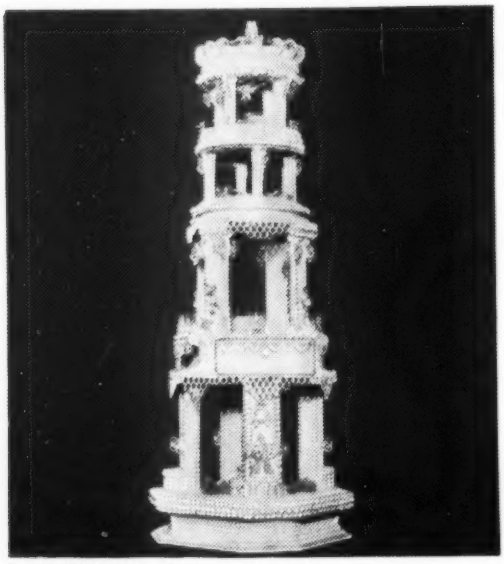

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Front cover photograph

'Fabric Takes a Trip', a major exhibition of new British furnishing fabrics presented by the Textile Council Colour Design and Style Centre at Celanese House, London (January 29-February 16) and later in the year to be staged in Manchester, was opened by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade. The theme of the exhibition is holiday and travel activities and a number of room-settings and features have been designed to illlustrate the importance of well co-ordinated design. The aim of the exhibition is to show all those concerned with contract furnishings what leading British manufacturers are currently producing in this field and how they are more than equal to the challenge of foreign competitors.

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Evaluating Australia, the golden export market

by Peter Aitken, chairman, BNEC Australia Committee, deputy chairman, Stone-Platt Industries Limited

IN ANY REVIEW of the growth potential for exports, one factor must be apparent to every marketing orientated company, namely, the remarkable opportunities presented by Australia. Indeed on the basis of all predictions and forecast figures available it is clearly a priority export market, which offers a constantly improving prospect for the future.

Gaining a good picture of the Australian potential is simplified by the fact that it is one of the best documented markets in the world. Both the Federal Government and six individual States have excellent statistics on virtually every aspect of industry and commerce, ranging from mining equipment to machine tools, and from agricultural equipment to textile machinery,

50 per cent of population under 25

To begin at the beginning, there is a population of 11.75 million at this time and, significantly, 50 per cent of the total are under 25. This young generation of Australians is progressively minded and has few pre-conceived ideas. Consequently it is ready to be sold on the fundamentals of quality price and delivery.

The population is also rapidly expanding. According to authoritative estimates it will reach 19 million in 20 years' time. Incidentally at present around 80,000 people are emigrating from the United Kingdom to Australia each year, the total number who have emigrated since the war being 1.4 million.

Since we share the same language and have common historical, cultural and social associations, United Kingdom manufacturers clearly have a major advantage in trading with Australia. Communications are easy and there is a degree of basic mutual understanding. But it is unwise to rely on these factors in conducting business: one may put one's proposition forward more readily, but in the final analysis it is the proposition itself that counts.

Booming economy . . .

Australia has achieved a major turn-round in its balance of payment situation over the past three years to achieve equilibrium: in 1966/67 exports from Australia were £1,214 million, imports only £6 million more.

Even more significant is the fact that Australian exports are expected to reach £2,000 million by the mid-70's, an increase of 40 per cent. The implication here is a very substantial increase in imports,

. . . on a stable basis

In this regard it will be appreciated that until about five years ago the Australian economy was vulnerable insofar as 86 per cent of its exports were of wool, dairy produce, meat, etc., all of which fluctuated according to world prices. The size of the wool cheque was critically important.

Today, the expanding exports of iron ore, nickel, copper, bauxite, lead and coal have created a different and far better-balanced economy.

To highlight this point, the Australian government's Department of National Development gives projected figures for mineral exports. These show that from £224 million in 1967/68, exports will increase 72 per cent to £385 million in 1971/72.

Here it will be appreciated that besides the existing mineral wealth, there have been big nickel finds recently, and successful prospecting for oil. There are 100 companies in Australia now investigating further mineral deposits. Thus the forecast rate of expansion may be regarded as eminently realistic,

GNP up 9 per cent in one year

With this new source of wealth, agriculture is not being neglected. On the contrary new techniques are constantly being employed to improve farm production, and there are progressive moves to

A meeting of the Australia Committee of BNEC. Mr. A. P. H. Aitken, chairman of the Committee, and deputy chairman of Stone-Platt Industries Ltd., is third from the right. Other members are, from left to right: Mr. G. E. B. Shannon, assistant under-secretary, Commonwealth Office; Mr. J. Hodkinson, managing director, Wickham Machine Tools (Overseas) Ltd.; Mr. W. J. Eastwood, export manager, C. Shippam Ltd.; Mr. A. E. Kennedy, chairman, Hawker Siddeley International Ltd.; the Hon. Andrew Turner, senior executive, Lazard Brothers and Co. Ltd.; Mr. R. I. Fraser, director of publicity, BNEC; Mr. D. Russell, deputy director of publicity, BNEC; Mr. E. Hall, executive secretary, BNEC; Mr. Aitken; Mr. P. F. D. Tennant, director-general, BNEC; and Mr. C. W. Saunders, under secretary, Board of Trade.

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bring more and more land under cultivation. As an example, each year an area of 1,563 sq. miles – more than the size of Kent – is brought into cultivation in the State of Western Australia.

In general terms Australian industry and commerce is booming. In fact the Gross National Product increased 9 per cent in 1967 over 1966 – a salutory thought for politicians and economists projecting a 4 per cent economic growth in the United Kingdom in 1968/69.

£1,500 million investment

From this somewhat surface assessment it is self-evident that this is a young, wealthy and rapidly expanding market – one we have helped to create in the sense that United Kingdom investment in Australia since the war has been of the order of £1,500 million. Equally it is apparent that its growth potential for British exporters is little short of dramatic.

With fast developing industries, the major opportunities are naturally in capital goods – machinery, engineering plant, machine tools, electrical installations, agricultural equipment, etc.

Highest rate of capital investment

Today Australia has in fact one of the highest rates of capital investment *per capita* in the world. In fact 25 per cent of the Gross National Product is invested, and of this 90 per cent is from Australian sources.

Whilst capital goods will produce the major export revenue to United Kingdom firms, a parallel situation of expansion exists with consumer goods of all types. With the already high and constantly improving standards of living in Australia, the demand for more sophisticated domestic products is increasing rapidly.

Consumer expenditure up 60 per cent

To be specific, official estimates indicate that expenditure on consumer goods will increase 60 per cent in the next 10 years and, within that figure, luxury goods sales will go up 80 per cent.

Bringing these statistics into perspective, Australia already has one of the highest *per capita* national incomes in the world. In parallel it has the highest rate of home ownership. There are more cars, television sets, refrigerators and other consumer durables *per capita* than anywhere in the world except probably the United

Export opportunities in Australia

BELOW IS A list of current export opportunities in Australia reproduced from the *Export Service Bulletin*. (*See opposite page.*)

Reference No.	Commodity		Bulletin No.
ESB. 6184/68	Crumb rubber products	Manufacture under licence	49/68
ESB.10295/68	Hospital equipment	Export opportunity	49/68
ESB.38389/67	Electronic equipment; mechanical instrumentation	Manufacture under licence	48/68
ESB. 9739/68	Biscuits	Agency	47/68
ESB. 9439/68	Earth-moving equipment	Agency	46/68
ESB. 9731/68	Dagging shears	Agency	46/68
ESB. 2275/68	Baling presses; brushes and mops; cleansing and polishing preparations; incinerators; paint rollers; soaps; waste bins and containers	Agency	44/68
ESB. 1931/68	Burglar alarms; educational aids; first aid appliances; office equipment; safety devices	Agency	40/68
ESB.33250/67	Quick-release buckles	Export opportunity	39/68
ESB. 3898/68	Cosmetics; druggists' sundries; medicines; perfumes; sponges	Agency	39/68
ESB. 7300/68	Fairground equipment	Export opportunity	36/68
ESB.44897/67	Bed-linen and blankets	Agency	34/68
ESB. 6513/68	Metering equipment; pumps	Agency	34/68
ESB. 6485/68	Heating units	Manufacture under licence	33/68
ESB. 4668/68	Dried vegetables; fish meal; rocksalt; stock foods and stock food additives	Agency	32/68
ESB. 6403/68	Hydraulic pumps	Export opportunity	32/68
ESB. 5150/68	Furnishing fabrics; haberdashery; leather goods	Agency	30/68
ESB. 5411/68	Case nailing machines	Export opportunity	29/68
ESB. 5110/68	Furniture equipment and supplies; mouldings; wall panels	Agency	28/68
ESB. 5114/68	Builders' and hardware supplies; glue; paint; thinners and associated coatings; varnish removers	Manufacture under licence	26/68

States and Canada. In fact these things are regarded as virtual necessities and the mood is towards further luxuries.

It follows that Australia presents remarkable opportunities for exporters, and indeed many British companies are doing an excellent job, despite fierce competition, particularly from the United States and Japan.

UK exports £293.5 millions

The fact that the United Kingdom shipped exports worth £293.5 million to Australia last year is evidence of their success.

Yet whilst in money terms our exports today are far more than, say, 10 years ago, the market has substantially increased and our 'brand share' has dropped from 40 per cent to 24 per cent. This situation is one that any marketing man would regard with alarm for it indicates dramatic success for his competitors.

In practice this is indeed the situation in Australia. Last year, for the first time ever, the Americans shipped more to Australia than we did. Similarly the Japanese have doubled their share of the market – from £60 to £120 million in the past five years.

The slip back . . .

The reasons the United Kingdom has slipped back are many. It has been found easier to exploit other, nearer markets. The wool crop and brown coal imports by Japan have helped establish a two-way trade. There has been the elimination of import licences which has helped open up the market to America. Successful United Kingdom exporters have set up local companies in Australia.

Again in recent times political issues such as the change in our Far East defence policy have had a degree of influence. Similarly in Australia there is the constantly repeated, rather plaintive query: 'What about the Common Market?'

It would be quite wrong to place too much significance on these political issues. It is the essential basic factors of the right product, at the right price and good delivery that gain orders.

. . . can be rapidly restored

The first step on the road to recovery is undoubtedly to consolidate the current position. To resist competition and retain our present trade it is critical to ensure that deliveries are effected on time. In the main this point is already met by most manufacturers.

Every company has a problem in meeting a schedule at one time or another. When this occurs one must be wary not to fall into the trap of allowing the distance to Australia to have the wrong psychological effect. A sense of immediacy in dealing with the customer must be applied as equally to the Australian market as any other.

Almost equally important, the same distance barrier affects communications which, if incompetent exacerbate disappointment and irritation. It is perhaps remarkable that so few people realise one may get through to Australia on the telephone with perfect clarity within a matter of minutes. Whilst it may cost £1 a minute, the value of the call may be inestimable.

New progress

To make new progress is essentially simple. Since the market is so well documented, basic research information is readily available to meet the initial requirements of most manufacturers. These facts and statistics are of course, merely a starting point.

The all-important way to develop business in Australia is for top executives to go out and study the market for themselves, and subsequently maintain contact by regular visits. This theme of 'go out and see' has been re-iterated so often, and is so obvious, as to be banal. It is none the less utterly true. The Americans and Japanese are proving it . . . to our very great expense.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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First hotel loan agreement signed

MR. ANTHONY CROSLAND, President of the Board of Trade, signed the first Agreement negotiated under the Board of Trade's experimental hotel development loans scheme, on March 11.

The Agreement is with Spiers & Pond Ltd., a subsidiary company in the Express Dairy Group, for a loan towards the cost of constructing and equipping the company's new £850,000 Viking Hotel at York. The signing took place at the Express Dairy Co. Ltd's. offices in London.

The hotel is being built on the South bank of the River Ouse at North Street, York, and consists of a 10-storey tower building containing 105 bedrooms and extensive conference and banqueting facilities. The building is expected to be completed during August this year and the hotel to open for guests during October.

The Express Dairy Company were represented at the signing by the chairman, Mr. Eric K. Robarts, and by Mr. J. Travers Clarke, managing director of Spiers & Pond Ltd. and a director of the parent company.

Notes:

The object of the loans scheme is to provide assistance to hotels which satisfy the Board they will provide accommodation of a type and standard likely to be acceptable to overseas visitors and likely to result in significant new or increased earnings from overseas guests. To be eligible for consideration, hotel projects must involve capital expenditure of not less than £20,000 on new buildings and/or extensions or structural improvements of buildings and/or procurement and installation of fixed plant or equipment.

Since the start of the scheme in January 1967, 115 applications for loans have been received, 14 offers of loans have been made, totalling £1.8 million, of which 9 have so far been accepted. 45 applications are still under consideration. 56 applications have been rejected or withdrawn by the applicant.

Applications have been received from both individual hoteliers and major operating companies.

The scheme, for which a total £5 million has been allocated, closes for the receipt of applications on March 31, 1968.

In answer to Questions in the House of Commons on February 23 and 27, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade stated that the Government were examining the case for further assistance for the hotel industry and their conclusions will be announced as soon as practicable.

Amendments of anti-dumping legislation

THE GOVERNMENT is seeking powers to take provisional action against dumping in accordance with the Code which was agreed in the Kennedy Round of trade negotiations at Geneva.

As the proposed legislation will provide for the imposition of a charge on the public, it must be authorized by a Ways and Means Resolution and the necessary Resolution has now been tabled.

The powers proposed in the Resolution are:

(i) to enable a provisional charge to duty to be imposed where there is a preliminary finding by the Board of Trade of dumping or subsidization warranting a duty under the Customs Duties (Dumping and Subsidies) Act 1957 and a duty to be imposed afterwards for the period of the provisional charge if it proves that there is such a case;

(ii) to clarify the reference in Section 1(1) of the 1957 Act to the provisions of the General Agreement of Tariffs and Trade by setting out explicitly the relevant provisions;

(iii) to modify the requirements of the 1957 Act as to the determination of the 'fair market price' by reference to which dumping is assessed, particularly in the case of goods from countries with centrally-planned economies;

(iv) to facilitate the temporary suspension or variation of a duty and the revival of the suspended duty.

Notes:

Reference was made in the Queen's Speech opening the present Session of Parliament to the Government's intention to seek these powers.

In the Kennedy Round negotiations agreement was reached on an Anti-Dumping Code setting out rules for the implementation of Article VI of the GATT. The text of the Code was published in the White Paper on the Kennedy Round negotiations (Cmnd. 3347). The Code has so far been signed by Canada, the United Kingdom, the United States, all the EEC countries, most EFTA countries and Japan.

Mr. Anthony Crosland, President of the Board of Trade (left) signs the first agreement under the Hotel Loans Scheme. Centre is Mr. Eric Robarts, chairman of Express Dairy Co. Ltd., and (right) is Mr. J. P. W. Mallalieu, Minister of State, Board of Trade.

Since the Code was published representations have been made to the Board of Trade by the Confederation of British Industry, the National Farmers' Union and the Chemical Industries' Association strongly urging the Government to introduce amending legislation to give powers to take provisional anti-dumping action by the time that the Anti-Dumping Code comes into force on July 1, 1968.

The main purpose of the proposed legislation is to give the Board of Trade powers to take provisional anti-dumping action in suitable cases when a prima facie case of dumping and injury has been made out. The provisional action would, of course, be in accordance with the provisions of the Anti-Dumping Code. According to the Code, such provisional measures shall not be imposed for more than a period of three months (with some exceptions) while the full investigation of the case is proceeding. The legislation will also give the Board of Trade additional powers to determine comparable domestic prices for the purpose of anti-dumping investigations in the case of goods from countries with centrally planned economies. Other amendments sought are mostly clarifications of the present Act found necessary during experience of its operation and a few minor changes in wording designed to bring the Act, as well as the administration of it, into clear conformity with the Anti-Dumping Code.

Powers to take provisional anti-dumping action are needed because under the Customs Duties (Dumping and Subsidies) Act 1957 as it stands, the requirements that have to be met (at least for imports from other GATT countries) before an anti-dumping duty can be imposed are:

(i) it must appear to the Board of Trade that the imported goods are dumped and that it would be in the national interest to impose an anti-dumping duty; and

(ii) the Board of Trade must be *satisfied* that the dumping is causing or threatening material injury to a British industry.

This means that the investigation of the *injury* claimed to be caused or threatened by the alleged dumping must be completed before action can be taken. Such investigations are almost inevitably time-consuming.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

As was reported on page 779 of the March 8 issue of the Board of Trade Journal, *a new trade agreement between Britain and Hungary was signed recently in London. The picture shows Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, watching Mr. G. J. MacMahon (centre), Under-Secretary, Board of Trade, signing for Britain and Mr. T. Antelpeter, head of Hungary's trade delegation, for Hungary.*

New chairman of the Textile Council

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Sir James Steel, CBE, FBIM, JP, to be an independent member and chairman of the Textile Council in succession to Sir Frank Rostron who will be retiring from the Council. Sir James Steel will take up his duties on April 1.

Notes:

Sir James Steel, who is 58, is the Honorary Life President of the Steel Group Ltd., Sunderland, and chairman of the Washington (New Town) Development Corporation. He is a director of several other companies and a member of various public bodies. He was also chairman of the British Productivity Council during the Council's Quality and Reliability Year, which has just ended. This appointment as chairman of the Textile Council is initially for three years.

The Textile Council for the Man-made Fibre, Cotton and Silk Industries, which replaced the former Cotton Board, was established by an Order approved in December 1966 by both Houses of Parliament. The Textile Council is the Development Council for a wide sector of the British textile industry, which includes, in addition to that part of the industry previously covered by the Cotton Board, the production of man-made fibres, the processing and throwing of man-made fibre and silk yarn, and warp knitting.

The Council consists of eight employer members, six trades union members and three independents, one of whom must be the chairman.

Sir Frank Rostron, who was chairman of the Cotton Board, asked the President to release him from his duties at the end of 1966 when the Textile Council was formed, but he agreed, at the President's special request, to carry on as the chairman of the Textile Council for a period to enable it to get established.

Seaports and the Transport World

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THIS MONTH

- Are sharks afraid ?
- "Revenge"
- Davis Shipbuilding to build Great Lakes Icebreaker

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Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 29, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.38	Thallous sulphate . .	As in previous column .	December 31, 1968	13084
29.08	2-[2, 2-Di-(2-hydroxy-ethoxymethyl) butoxy] ethanol	As in previous column .	December 31, 1968	13139
29.29	Benzylideneaminoguani-dinium tartrate	Proventin 7 . . .	December 31, 1968	13127
29.35	Acetoguanamine . .	As in previous column .	December 31, 1968	13142
	Tri-(2-hydroxyethyl)-1, 3, 5-triazinetrione	Tris (2-hydroxy ethyl) iso-cyanurate	December 31, 1968	13140
29.36	5-Chloroaniline-2, 4-disul-phonamide	As in previous column .	December 31, 1968	13143
90.01	Lenses, prisms, mirrors and other optical elements, not optically worked, of thallium bromide-iodide	As in previous column .	December 31, 1968	2503

Note: Withdrawal of applications

Interested parties will wish to know that the applications for temporary exemption from import duty of 4-Aminophenol (29.23) published on February 9 (page 370) *and* Strip of polypropylene (5102) published on January 19 (page 156) in the *Board of Trade Journal* have been withdrawn.

Hosiery and knitwear industry committee

MR. PETER SHORE, Secretary of State for Economic Affairs, has appointed Mr. Laurie Spalton, chairman of the Economic Development Committee for the Hosiery and Knitwear Industry. He succeeds Mr. David Nicolson, who was appointed first chairman of the EDC in 1966 for a two-year period.

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ECGD backs contracts totalling £3.2m

THE Export Credits Guarantee Department signed a Financial Guarantee on March 11 covering the sale of shoemaking machinery to the Soviet Union.

The contracts, worth £3.2 million, are between V/O Technoproimport, Moscow, and British United Shoe Machinery Co. Ltd. and Ralphs Unified Ltd., both of Leicester. The £2.6 million loan is being made available by Barclays Bank Ltd. and the Westminster Bank Ltd. and is repayable over seven years.

ECGD backs steel mill equipment for Argentina

THE Export Credits Guarantee Department signed a Financial Guarantee on March 6 covering the financing of £1.6 million worth of equipment for a steel mill to be built at Ensenada, Argentina.

The contract is between Davy and United Engineering Co. Ltd. and Propulsora Siderurgica SA of Argentina.

The £1.4 million loan to finance the contract has been arranged by Baring Brothers & Co. Ltd., acting on behalf of a consortium of British banks and is repayable over 10 years. This is a supplement to the original Financial Guarantee signed between Davy's and Propulsora on December 1, 1967.

Export to Canada conference

A BNEC – CANADA conference for British manufacturers is to be held at the Hilton Hotel, London, on April 3. The conference's object is to explore selling opportunities in the Canadian market and to build on the success of the major United Kingdom trade promotions in Canada last year.

Further details from the Conference Secretary, BNEC – Canada, 21 Tothill Street, London, S.W.1.

Prizes for invisible export case studies

THE Royal Society of Arts, with the help of funds provided by the BETRO Trust and the Edgar E. Lawley Foundation, is offering four prizes of £250 each for the best case studies of invisible exports.

Although they are of vital importance to the economy of the country and run at about £2,800 million a year, invisible exports receive neither the attention nor the credit which is due to them, say the Society.

Entries may be submitted by any British firm or individual, but in the case of a company the prize money will be shared with those who were most closely connected with the winning case history. Suitably mounted plaques specially designed for the Society by Josiah Wedgwood & Sons will be awarded to the successful firms. Further details from the Secretary of the RSA, John Adam Street, Adelphi, London, W.C.2.

BEAMA's annual report

THE Annual Report of the British Electrical and Allied Manufacturers' Association was published on March 13.

The report says that electrical manufacture is a leading growth industry with a rapidly developing technology which made a major contribution to the country's industrial efficiency and to exports. In the ten years from 1958 to 1967 output had grown from £1,360 million per annum to £2,420 million and exports from £276 million to £429 million. The industry gave employment to 874,000 people.

To maintain its technical lead, the electrical manufacturing industry had continued to invest more than £50 million a year in research and development and was one of the largest employers of scientists, engineers and technologists. Like all industries which had to keep ahead in technological progress the electrical industry depended on the home market, not only as a base load for low cost production but as a proving ground and shop window to demonstrate the advance of British technology.

On exports the report says that exports of electrical and allied engineering products reached a new record of £429 million in 1967 – a rise of 6 per cent on the previous year. This compared with a rate of increase of 7 per cent in 1966 and 4½ per cent in 1965.

Among the product groups which contributed substantially to the increases were electronic equipment, notably electronic computer apparatus, and electrical plant, particularly power units incorporating turbines, generators and transmission equipment.

South Africa was the industry's largest single customer in 1967 with purchases at a record total of £35 million. Australia and North America were other leading destinations – exports to the United States and Canada increased by 10 per cent compared with the previous year.

A BEAMA study of the opportunities and problems arising from devaluation estimated that the advantage to the industry, after taking all factors into account, was up to 7 per cent, and it was clearly important to make full use of this advantage while it existed. The industry was already intensifying its efforts to sell to industrialized nations which had not devalued, with special attention being paid to North America and to the EFTA countries in which there was also a tariff preference.

A BEAMA analysis of Swedish and Norwegian electrical imports, for example, had drawn attention to the opportunities for sales of switchgear and related products to these markets.

Further details from the Association at 8 Leicester Street, Leicester Square, London, W.C.2.

Autocomponents German mission

SEVEN SENIOR representatives of British car component manufacturers left on March 10 for a group selling exercise in Western Germany. This is the second visit of this kind to be organized by BNEC Export Council for Europe's European Components Service. Such was the success of the first visit a year ago that the Joint Visits Study Group of a subsequent conference of component manufacturers recommended a further exercise of this kind,

Open General Licence for iron and steel scrap

AT THE REQUEST of the Ministry of Power, the Board of Trade announce that the current Open General Licence permitting the export of most grades of iron and steel scrap not exceeding an f.o.b. value of £25 per ton will be revoked as from May 13, 1968. A new Open General Licence has been issued permitting, from May 14, 1968 until further notice the export to any destination, other than Southern Rhodesia, of iron and steel scrap not exceeding an f.o.b. value of £25 per ton in the following forms only:

(a) Compressed baled material;
(b) turnings and borings;
(c) cast iron;
(d) consignments which, apart from any compressed baled material or turnings or borings, contain more than 95 per cent by weight of cast iron.

other than:

(i) material derived from goods of a description included in Group 1 of Part 1 of Schedule 1 to the said Order;
(ii) compressed unused sheet and sheet cuttings; and
(iii) material wholly or partly coated or clad with copper or wholly or partly coated or clad with alloys which contain 50 per cent or more by weight of copper.

The new arrangements, which will come into force in two months' time, reflect the increased activity of the iron and steel industry and increased home demands for the higher grades of ferrous scrap.

Inquiries other than press inquiries should be made to the Board of Trade, Export Licensing Branch, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757). Copies of the Open General Licence will shortly be obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches.

Note:

The new Open General Licence allows for an unlimited period the continued free export of cast iron scrap and the poorer grades of steel scrap, while safeguarding home supplies of the better qualities required in this country. Reasonable notice will be given of any future changes in licensing arrangements.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of this issue.

Patents endorsed 'Licences of Right'

THE FOLLOWING PATENTS were endorsed 'Licences of Right' by proceedings under Section 35 of the Patents Act, 1949, on the date specified:

Number	Grantee	Subject Matter
	February 20, 1968	
754,155	Anatole also known as Edgard Demelenne	Improved method and means for blasting in mines.
804,415	Standard Telephones & Cables Ltd. .	Two-way transistor electrical transmission system.
873,497	Standard Telephones & Cables Ltd. .	Electrical rectifying equipment.
956,123	Van der Heem N.V. . . .	Improvements in a method for manufacturing a fan grille.
987,959	United States Atomic Energy Commission.	Electrical wave shaping device.
	February 22, 1968	
815,515	Jelatis, Demetrius George . .	Remote control manipulator.
815,516	Goertz, Raymond Corlis, Schmitt, Jr. Roland Godfrey and Olsen, Robert Arthur	Remote control manipulator.
834,663	United States Atomic Energy Commission	An improved remote control manipulator.
838,383	Standard Telephones & Cables Ltd. .	Gyroscope.
844,199	Standard Telephones & Cables Ltd. .	Extrusion apparatus.
900,389	Gilders, Basil Theodore . . .	Tablets for the prevention of dental caries.
1,040,376	Gevaert Photo-Producten N.V.. .	Process for the manufacture of photographic materials.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller,

The Patent Office.

The 'EFTA Bulletin' for March

IN THIS MONTH'S *EFTA Bulletin,* just published, the importance of growth centres in regional development in EFTA countries is discussed in an interview with the Deputy Chairman of Britain's South-East Planning Board.

The third article in a series describing the effects on EFTA trade since the establishment of the free trade area deals with 'EFTA Trade in Passenger Cars', while 'Retailing in EFTA' continues with a review of Scandinavia's retail structure.

'Free Opinion' carries an article by Christopher Johnson of the *Financial Times,* on 'EFTA and the Future of Europe'.

Copies of the *EFTA Bulletin,* the regular journal of the EFTA Secretariat in Geneva, are available free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Two lorries and trailers carrying British exports have left for the first regular door-to-door road service between London and Helsinki. The service operated by Mr. Kanno Vinikka, Finnish Road Transport, 2 Paragon Place, London, S.E.3.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them, it is not their intention to refer the proposed acquisition by Electric and Musical Industries Ltd. of a 25 per cent interest in Associated British Picture Corporation Limited to the Monopolies Commission under the provisions of that Act.

The acquisition by EMI of any additional shareholding in ABPC would require further examination by the Board of Trade under the Monopolies and Mergers Act.

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act: Joseph Lucas (Industries) Ltd. and Simms Motor & Electronics Corporation Ltd.

Improvement to overseas phone circuits

LINCOMPEX – a new type of radiotelephony terminal equipment developed by GPO engineers to improve the quality and efficiency of radio-telephone circuits – has proved so successful in operation that it is to be extended to a number of important new overseas services shortly.

The new equipment largely eliminates variations in speech volume and timbre caused by 'fading' on radio circuits and reduces radio noise, which is effectively suppressed between syllables of speech, making a considerably smoother flow of conversation possible.

Developed and designed by the GPO, Lincompex equipment is manufactured in the United Kingdom to a specification jointly agreed between engineers of the GPO and the American Telephone and Telegraph Company.

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Aviation and Shipping

Inquiry into trawler safety

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Professor Maxwell Gaskin, DFC, to be a member of the Committee to examine the safety of deep-sea trawlers.

The Committee held its first meeting on March 13.

Notes:

Professor Gaskin is Professor of Political Economy at the University of Aberdeen.

The chairman and other members of the Committee were announced on February 28. They are: Admiral Sir Deric Holland-Martin, GCB, DSO, DSC and Bar (chairman), Mr. D. Basnett, Mr. N. I. Bond-Williams, Mr. J. A. H. Paffett and Professor R. S. F. Schilling.

The terms of reference of the Committee, which were also announced on February 28, are to examine the major factors affecting the safety of deep-sea trawlers and their crews and to make recommendations.

Grant for gliding movement

THE BOARD OF TRADE has offered a grant of £3,000 to the British Gliding Association. This was announced by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, at the association's annual dinner in London on March 9.

The grant has been given for pilot training and work on air safety which would otherwise have fallen on his department.

Mr. Mallalieu added: 'I cannot at this time, I am afraid, couple this with the promise of an annual grant, even though we fully recognize and appreciate the fine work that is being done.

'I believe myself, however, that some of the work you do (for example, in the field of accident investigation) should not and cannot be charged to users and that you should be encouraged to raise standards of safety even further. The door to further assistance is, therefore, not yet shut and I hope that our present offer goes some way to meeting your immediate financial needs, particularly in view of the forthcoming World Championships in Poland.'

Marine survey service

CAPTAIN H. W. D. STOREY, Principal Officer at the Board of Trade Marine Survey Office, Cardiff, retires on March 15, 1968. His successor will be Captain J. A. Hampton, who takes up his appointment on March 18.

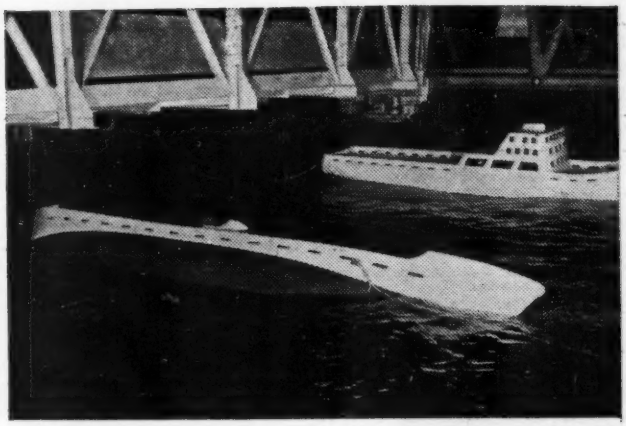
Captain Story was appointed to the Board of Trade as a Surveyor in January 1939 and has served with the Board at London, Liverpool and Cardiff. Promoted to Senior Surveyor in 1947, he was Deputy Principal Officer at Liverpool for five years and was appointed Principal Officer of the Bristol Channel District in 1959.

Captain Hampton was appointed to the Marine Survey Service in 1950 and was promoted to Senior Surveyor in 1959. He has served at Newcastle, Falmouth, Liverpool and, latterly, at Leith, on survey and examination duties.

Merchant shipping notices

MERCHANT SHIPPING NOTICE No. 529, which lists all notices in the 'M' series current at December 31, 1967, has been issued by the Board of Trade recently following the annual review of all notices in this series.

These notices provide information on a wide range of marine topics. They are obtainable, free of charge, from any Mercantile Marine Office of the Board of Trade and HM Customs and Excise. Alternatively, a standing order, for which a small service charge is made, may be placed with the Board of Trade, Finance Division 2, Hempstead House, Marlowes Road, Hemel Hempstead (Tel. OHH 2 3151).



Long-term work is being done at the National Physical Laboratory, Teddington, on trawler design on behalf of the Board of Trade. The picture shows side and stern trawler models on 1/18th scale in simulated storm conditions. The model loadings simulated an extreme 'iced-up' condition. After five seconds (21 seconds on full scale) the side trawler has capsized.

Furness Shipbuilding Co. Ltd.

THE MINISTRY OF TECHNOLOGY announced on March 7, that the Government greatly regretted that the Furness Shipbuilding Co. Ltd., had found it necessary to announce their intention to run down their Tees-side yard during the remainder of 1968.

They recognised that the Company had been making heavy losses and that, despite the re-equipment of the yard in recent years and a rise in steelwork productivity in the last few months had not been able to obtain profitable orders for the kind of vessels for whose construction the yard was best suited.

The Ministry's statement added: following the publication of the Geddes Report the policy of the Government and the Shipbuilding Industry Board has been directed towards the creation of viable groups big enough to be competitive in world markets. With this in mind the Shipbuilding Industry Board have supported attempts to arrange for Furness to become a participant in such a group. These negotiations have, unfortunately, not been successful because of doubts on the need within a North-East grouping for additional capacity of the kind offered by this yard.

'In these circumstances the future of the yard as an independent shipbuilding concern has been thrown into doubt.'

A consignment of 250 'talking books' for the Canadian National Institute for the Blind being loaded at London (Heathrow) Airport on February 29 for Toronto. It is part of a £50,000 order for 1,000 reproducers and 4,000 cassettes obtained by Clarke & Smith Manufacturing Co. Ltd., of Wallington, Surrey, who developed this new lightweight equipment in conjunction with the Royal National Institute for the Blind in London.

Who's adding 264,000,000 characters to the Chinese 'alphabet'?

Cable and Wireless Ltd

This year Cable and Wireless, biggest international communications operator in the world, will give its massive message-handling capacity the greatest boost ever. The Group's Hong Kong station, currently handling up to 45,000 messages per 24-hour day, will bump up its capacity to 288,000 —or 200 messages per minute!

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CVS-87

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping in dustries. Other Parliamentary Answers will be found on page 825.

TUESDAY, MARCH 5

Board of Trade flight inspectorate

In reply to a question asked in the House of Lords as to whether agreement had been reached with the British Airline Pilots' Association as to the number of flight inspectors required to carry out 'their arduous and highly responsible duties', and whether their salary had been agreed, Lord Beswick said that the Institution of Professional Civil Servants was the staff association recognized to represent the members of the Board of Trade Flight Inspectorate for purposes of negotiation of salaries and conditions of service. It was the responsibility of management to keep under continuous review the number of officers in the Inspectorate required to carry out its functions, though it was open to the Institution to make representations on behalf of its membership. No such representations had been received from the Institution. Following a pay claim made by the Institution, the present salaries of the Inspectorate had been introduced by agreement with effect from July 1, 1967.

Lord Beswick went on to say that the salaries of Flight Operations Inspectors were linked to those of Captains of BEA Viscount aircraft.

He was then asked whether the complement of the flight operations inspectorate was up to strength at this time. Lord Beswick replied that it was not. There were difficulties in recruitment of these very skilled people. But there were 30 in post, another three were being recruited, and when they were in post the establishment would then be complete. In addition, there were, of course, 24 flight examiners with another five being recruited, and that he would have thought, would be adequate for the tasks in hand.

WEDNESDAY, MARCH 6

Aldergrove Airport

In reply to a Member's question, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that, in connection with the failure of the Trident aircraft to land at Aldergrove Airport in County Antrim on BE6514 flight on Saturday February 24, the responsibility for deciding whether to land or divert rested with the captain of the aircraft; the snow conditions on this occasion were not abnormal but the runway was in course of being swept and gritted; he was satisfied that the airport equipment was adequate to deal with the fall of snow lying on that morning.

THURSDAY, MARCH 7

Fatal accidents and passenger miles flown

In reply to a request to publish the statistics for the number of fatal accidents on non-scheduled operations in relation to the number of passenger miles flown by British European Airways and the British Overseas Airways Corporation and British independent airlines since 1961, Mr. Mallalieu gave the following information:

Passengers killed and estimated passenger miles flown as non-scheduled air transport services were:

Year	B.O.A.C.			B.E.A.			Independent airlines		
	Passengers killed	Million Passenger miles	Passengers killed per 100 million passenger miles	Passengers killed	Million passenger miles	Passengers killed per 100 million Passenger miles	Passengers killed	Million Passenger miles	Passengers killed per 100 million passenger miles
1961 . .	Nil	557	Nil	Nil	57	Nil	67	920	7·28
1962 . .	1	533	0·19	Nil	89	Nil	101	951	10·62
1963 . .	Nil	604	Nil	Nil	77	Nil	Nil	1,077	Nil
1964 . .	Nil	583	Nil	Nil	120	Nil	Nil	1,598	Nil
1965 . .	Nil	343	Nil	Nil	142	Nil	Nil	2,015	Nil
1966 . .	Nil	353	Nil	Nil	231	Nil	91	3,237	2·81

MONDAY, MARCH 11

Flights from Prestwick

The President was asked whether he would now allow an increase in the number of transatlantic fights from Prestwick by Scandinavian Airlines System to seven per week.

Mr. Mallalieu replied: 'Agreement was reached with the Scandinavian Governments in 1965 that the Scandinavian Airlines System could operate through Prestwick from the summer of 1966 five frequencies a week in summer and three a week in winter. BOAC, Air Canada and Pan American Airways have been increasing their transatlantic services through Prestwick, and BOAC plan to increase theirs further. SAS has since November 1966 operated fewer passenger flights than the agreement of 1965 permitted, and has recently announced that it proposes to withdraw these flights at the end of the coming summer and to confine its operations through Prestwick to freight. In these circumstances the question of increasing the number of SAS flights does not arise.'

Airports in the South-west

The following information was given to a member who asked from which airports in the South-west Region there were regular commercial passenger services; and what were their destinations and their frequencies.

Scheduled passenger services from airports in the South-we s Region in July 1967

South-west Airport	Destination	Weekly Frequency
Bristol . . .	Amsterdam . .	1
	Belfast . . .	4
	Cardiff . . .	30
	Cork . . .	6
	Dinard . . .	2
	Dublin . . .	17
	Glasgow . . .	5
	Guernsey . . .	7
	Isle of Man . .	2
	Jersey . . .	17
	Liverpool . . .	5
	Manchester . . .	5
	Newcastle . . .	5
	Ostend . . .	1
	Paris . . .	10
	Tees-side . . .	2
Exeter . . .	Belfast . . .	4
	Cork . . .	2
	Dublin . . .	4
	Guernsey . . .	7
	Jersey . . .	21
	Paris . . .	3
	Southampton . .	7
	Swansea . .	7
Staverton (Gloucester/ Cheltenham)	Guernsey . .	1
	Jersey . . .	4
Penzance Heliport .	Scilly Isles . .	53
Newquay . . .	Birmingham . .	1
	East Midlands .	1
	Glasgow . . .	1
	Liverpool . . .	1
	London . . .	1
	Manchester . .	1

TUESDAY, MARCH 12

Re-opening of Thain inquiry

Mr. Harold Wilson, the Prime Minister, stated that there would be a new British inquiry into the air disaster to a BEA Elizabethan aircraft which was piloted by Capt. Thain at Munich on February 6, 1958.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, MARCH 5

Export opportunities afforded by devaluation

A Member who asked what progress had been made in the action taken to encourage industry to increase its efforts to export, in view of the new opportunities afforded by devaluation, was told by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, that there was growing evidence that exporters generally were responding with determination to the opportunities presented by devaluation and were increasingly optimistic about future export prospects.

Change to metric system

Asked when he would give, and what, guidance about the exact timing of the change to the metric system for retailing and commercial services in the United Kingdom, Mr. Anthony Crosland, President of the Board of Trade, said: 'I have no statement to make at present. The Minister of Technology's Standing Joint Committee, which was set up to facilitate metrication in industry, is preparing a report which will be relevant to the consideration of metrication in retailing and commerce. We shall be examining this in due course.'

Egg imports

The President was asked whether he would now make a statement about future egg imports. In reply Mrs. Dunwoody said that as the House knew, this had been under consideration. Having regard to the total supplies both from home production and from imports that seemed likely to be available in the first half of 1968, the Governments of supplying countries were asked to co-operate with a view to ensuring that total imports in this period should be appreciably less than in the comparable period of 1967.

The Governments concerned had shown a gratifying understanding of the reasons for our concern and the need for voluntary restraint in the general interest had been widely recognised. On the basis of the assurances and supply forecasts received, the aggregate level of imports in the first half of 1968 should be appreciably below that for the first half of 1967 and below the first half-year average for the five years preceding 1967. The Governments concerned had been told that we were relying on their co-operation in this, that we intended to watch the situation very closely and that we would expect to have further bilateral discussions with them should the need arise.

WEDNESDAY, MARCH 6

Conversion tables for detergents

Asked if she would seek powers to provide conversion tables to assist housewives in determining the weight of detergent in the various packages produced by detergent manufacturers, Mrs. Gwyneth Dunwoody replied: 'No, Sir Pre-packed detergents, where the contents exceed 1 oz., are already required to be marked with the weight under schedule 7 of the Weights and Measures Act 1963. I see no need for conversion tables.'

Factory space in the Northern Region

A Member asked what assessment the President had made of the area of unused factory space in the Northern Region; how many advance factories remained untenanted; and what proposals he had for the utilization of spare capacity.

Mrs. Dunwoody replied that no complete record of unoccupied factory space was kept by the Board of Trade. The Regional Office in Newcastle kept records of empty industrial space in the Northern Region notified to them and brought the information to the attention of suitable firms. There were nine completed Board of Trade advance factories still untenanted in the Northern Region. Interest had been expressed in four of these; every effort, including advertising in the national press, was being made to find tenants for the remainder.

Houghton-le-Spring industrial estate

'An additional 13 acres has just been purchased to extend the existing industrial estate at Houghton-le-Spring,' said Mrs. Dunwoody, in reply to a Member's question. Negotiations had been started to acquire 46 acres at Rainton Bridge, in the constituency of Houghton-le-Spring, and 43 acres at Pennywell, Sunderland, which was outside it.

Trade figures

The President was asked whether he would include columns showing figures for private invisible trade and for Government spending in the monthly press releases of the trade figures, so that the table produced was similar to that given in page 204 of the Report of the Bland Committee on Great Britain's invisible earnings.

Mr. Crosland replied that the information on invisibles which the Bland Committee on Britain's invisible earnings had suggested should be included in the tables of the monthly press release of the trade figures was more detailed than would be appropriate for a statement concerned primarily with visible trade. There were considerable variations in invisibles in the short term and these were better commented on in the quarterly release on the balance of payments. However, there was value, as the Bland Committee had suggested, in drawing attention to the regular surplus we earned over the years on the invisibles account as a whole and a reference would be included in the text of the press release for the February trade figures to be published on March 13.

Companies' dividends and profits

Asked to what extent during the two years ended December 31, 1967 had the dividends paid by publicly quoted companies decreased and the profits of those companies decreased in relation to the volume of sales, Mr. George Darling, Minister of State, Board of Trade, said: 'I have no firm figures. Between 1966 and 1967 there was probably a decrease in dividends paid, but some increase in these companies' profits in relation to the value of sales.'

THURSDAY, MARCH 7

Prices of proprietary drugs and medicines

In the Lords a Member asked whether any action had been taken, or was contemplated, to limit the rapid rise in prices charged for many proprietary drugs and medicines.

Lord Brown, Minister of State, Board of Trade, replied: 'My Lords, the prices of ethical proprietary drugs and medicines are subject to the Voluntary Price Regulation Scheme agreed between the Health Departments and the Association of British Pharmaceutical Industry. The Board of Trade has discussed prices of other proprietary medicines, namely, those sold to the public for self-medication, with the Proprietary Association of Great Britain and with individual manufacturers. The industry has been urged to restrain price increases in accordance with the criteria set out in Government statements on prices and incomes policy. Her Majesty's Government keeps a close watch on price movements of proprietary drugs and medicines.

Industrial development certificates

Asked how many industrial development certificates had been granted in Rugby in each of the past five years; and how many applications had been refused, Mr. Darling said: 'Information about the number of industrial development certificates issued in the Rugby local employment exchange area is given in the following table. It is not the practice of the Board of Trade to publish statistics of the applications refused in the congested regions as such figures would be misleading.'

Year	Number Issued (a)
1963	3
1964	5
1965	2
1966	6
1967	6

(a) Schemes mainly over 5,000 sq. ft.

FRIDAY, MARCH 8

Scottish advance factories

A member asked what had been the cost involved in building the 27 advance factories in Scotland since October 1964; and, of the nine that had become occupied, how many had been taken by English, how many by Scottish and how many by United States firms.

Mrs. Gwyneth Dunwoody replied: 'The estimated total cost, exclusive of extensions to meet occupant's needs, is £1.8 million. Of the 9 occupied factories, 2 are occupied by English firms, 6 by firms which are United States-controlled and one, which is subdivided into 4 units, by 3 Scottish and 1 English.'

On the same subject the same member asked whether it was his policy to continue to build advance factories in Scotland, in view of the fact that 18 out of 27 built since October 1964 were standing empty; and how many were to be built in 1968, and where.

Mrs. Dunwoody replied:' We shall continue to build advance factories as long as they can serve a useful purpose in attracting industry to localities where it is desirable to create

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

new employment opportunities. Thirteen more advance factories are due for completion in 1968 at Harthill, Cumnock, Lochgelly, Bellshill (2), Aberdeen, Kilwinning, Donibristle, Hillington, Queens Park, Chapelhall, Uddingston and Dumfries.'

CBI report

Mr. Darling was questioned on what study he had made of the report of the Confederation of British Industry, a copy of which had been sent to him, in which the majority of firms questioned stated that their output was below capacity; and what steps he would take to promote the fuller use of industrial capacity.

He replied: 'I have read the report my Hon. Friend refers to with great interest. As a result in particular of the stimulus devaluation will have given to exports and imports substitution, the Government looks forward to a considerable growth in home output over the next few years and thus an increase both in the use of existing capacity and in investment in new capacity.'

Newspaper price increases

A member asked the President on what grounds he was satisfied that certain Sunday newpapers should be increased to 1s.

Mr. Darling replied: 'I assume the Hon. Member is referring to the *Sunday Times* and the *Observer*. The proprietors of each of these newspapers notified us under the "early warning" arrangements of their proposed price increases and, after considering their cases, we informed the proprietors that we would not wish to raise objection. The information submitted in support of these cases is confidential.'

Bankruptcy orders

Answering a question on what was the number of Bankruptcy Orders made by the Courts in 1963, 1964, 1965, 1966 and 1967, respectively. Mr. Darling replied: 'The numbers of Receiving Orders and Administration Orders made by the Courts under the Bankruptcy Act, 1914, in England and Wales were:—

Year	Receiving Orders	Administration Orders	Total
1963	4,095	34	4,129
1964	3,529	23	3,552
1965	3,528	28	3,556
1966	3,835	27	3,862
1967	4,194	30	4,224

The numbers of Sequestration Orders made by the Courts in Scotland under the Bankruptcy (Scotland) Act, 1913, were:—

Year	Sequestration Orders
1963	164
1964	116
1965	132
1966	113
1967	130

Chipboard imports

Asked what was the latest position with regard to imports of chipboard.

Mr. Darling replied: 'Total imports of particle board in 1967 were 136,000 tons valued at £5.2 million c.i.f., of which wood chipboard accounted for 95,000 tons valued at £3.7 million c.i.f.'

Trade with the Argentine

The President was asked what had been the extent of the adverse trade balance with the Argentine in each of the last 10 years.

Mrs. Dunwoody replied: 'The values of imports, c.i.f. from, and exports and re-exports, f.o.b. to, the Argentine are given in Volume I of the Annual Statements of the Trade of the United Kingdom for the years 1958 to 1966 and, for 1967, in Table IV of the December Overseas Trade Accounts. The difference between these figures is not, however, a good measure of the visible trade balance with the Argentine because, for instance, of the differences in valuation.'

Northern Economic Planning Region

A debate on the Northern Economic Planning Region was held in the Commons on March 8. For a full report see *Hansard*, vol. 760, cols. 841-932.

MONDAY, MARCH 11

Welsh employment

A Member asked what was the amount per head spent in promoting local employment in Wales, and how this figure compared with the corresponding figure for England.

Mr. Darling replied: 'Payments made under the Local Employment Acts to December 31, 1967 totalled £22.6 million for projects in Wales and £95.8 million for projects in England. These represent about £22 per insured employee in Wales or £34 in the Welsh development areas: comparative figures for England are £5 and £41.'

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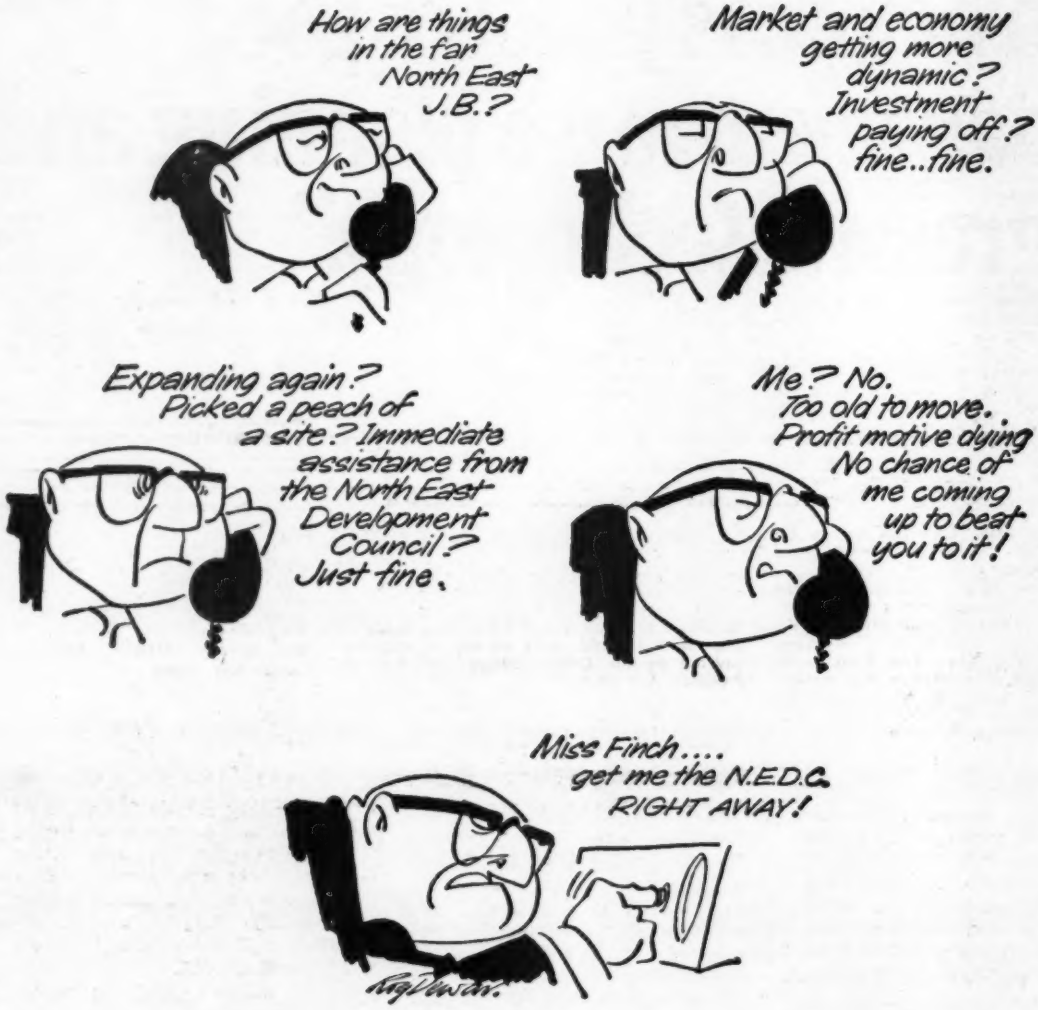
J.J.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New Books

The Essentials of Marketing Series. Pergamon Press has recently published five books on marketing in this series. **Marketing Overseas,** by Henry Deschampsneufs, the first publication in this series, has already been reviewed in the *Board of Trade Journal*, December 15, 1967, page 1533. **Marketing and the Brand Manager,** by Gordon Metcalf. (252 pages. Pergamon Press Ltd. 25s.). This book considers the subject of marketing from the specific viewpoint of the middle management executive, who is charged with the planning, and co-ordination of all marketing activities of a single product. It describes the techniques, procedures, analytical planning and co-ordinating skills, which are necessary for the marketing of products, and the maintenance of efficient services. **Marketing through Research,** by Gordon Wills. (148 pages. Pergamon Press Ltd. 25s.). This publication contains an evaluation of marketing research techniques, which are particularly orientated towards the marketing of consumer goods. It is intended primarily for the student, and the practitioner of management and marketing. Special guidance is given on the statistical basis of marketing research, the preparation of questionnaires, and the evaluation of the results obtained. **Marketing and Financial Control,** by A. S. Johnson. (228 pages. Pergamon Press Ltd. 25s.). This book has been written for marketing people who have little or no knowledge of business finance. It contains a thorough examination of the ways and means of controlling and directing marketing programmes through effective financial supervision. **Marketing and the Computer,** by I. St. John Hugo. (164 pages, Pergamon Press Ltd. 25s.). This book is intended for students of marketing, and marketing personnel who have little or no experience of computers. The purpose of this book is to explain in lay language, how computers work, their capabilities, and how computers can profitably be used in marketing.

Industrial Research in Britain. 6th edition, 1968. (923 pages. Harrap Research Publications. £8 8s.). The new edition of this now familiar standard directory contains almost 200 more pages than its predecessors, which was published in 1964. Since that time, of course, some major re-shaping of Governmental departments has taken place, and the important Science and Technology Act 1965 has been passed. The new edition reflects these changes and provides an up-to-date picture of industrial research in Britain. The arrangement is basically by type of organization, such as: Governmental departments, firms, independent and sponsored laboratories, scientific consultative organizations, universities, societies, international and overseas bodies, embassies, computer services, patent agents, and libraries. Under each organization, where appropriate, details are given of location, personnel, research expenditure, scope of research, special experimental techniques, special equipment, and available sponsored or consultative services. The work is supplemented by extensive indexes of names, organizations and subjects. The last index must have presented difficulties of interpretation in its compilation, and a spot check did reveal some inadequacies, e.g. the headings under both 'aerodynamics' and 'aircraft' deal with many topics which are being investigated at the Royal Aircraft Establishment, but only one entry, 'blind landing', refers the reader to that establishment. Two similar publications of value to inquirers are: (a) *Scientific Research in British Universities and Colleges*, 1966-67 (available from HMSO and Government bookshops) consisting of three volumes, v1 Physical sciences (496 pages. 40s., by post 41s. 7d.), v2 Biological sciences (468 pages. 40s., by post 41s. 7d.), v3 Social sciences (300 pages. 32s. 6d., by post 33s. 8d.); and (b) *Technical Services for Industry* (196 pages. Available free from Ministry of Technology, Millbank Tower, Millbank, London, SW1). The former title has the advantage of being published annually and is an indispensible guide to university research. The arrangement is by subject with sub-division by university. The information supplied consists of the name of the investigator with brief details about the scope of the project. Detailed indexes of names and subjects are provided in each volume. The second title has already been reviewed (*Board of Trade Journal*, May 5, 1967, page 1131). It describes the research, the facilities and services available from Governmental departments and associated organizations.

Basic Rules for Safety and Health at Work. Ministry of Labour. (60 pages. Available from HMSO and Government bookshops, price 2s. 6d., by post 3s.). Safety is everybody's business. Lack of an efficient safety policy results in accidents. This booklet deals with safety and health at places of work, and gives guidance, particularly to smaller firms on how an active safety policy can help to bring about safe and healthy working conditions. It also contains a summary of some of the main aspects of law in this field. Particular points to watch, recommended safeguards, and methods of work are emphasised. It is not possible in a work of this size to do more than outline some of the major safety problems, together with some of their solutions. More detailed information will be found in the publications listed in the Appendix, and advice on matters of safety and health may be obtained from HM Inspector of Factories for the district. Finally, this publication has been written mainly with factories in mind, but much of what is said could apply equally to premises covered by the Offices, Shops and Railway Premises Act 1963.

The GATT International Trade Centre in Geneva has in the last two years issued a number of export promotion pamphlets and market surveys of interest to British businessmen and exporters. A note on the Centre's publications appeared in the *Board of Trade Journal*, December 15, 1967, page 1525. Four new titles have now been issued and these are briefly described below.

The Market for Canned Beef in the United Kingdom and the Federal Republic of Germany. (105 pages. GATT Secretariat, Villa Le Bocage, Pailais des Nations, 1211 Geneva 10, Switzerland, $5). This survey has been compiled to give West African producers some idea of the prospects for the export of canned beef to the United Kingdom and the Federal Republic of Germany. Details are given for each country on supplies, production, imports, exports, prices, tariffs and health regulations. A statistical review of other selected markets is also included. **The Market for Cottonseed Oil in Five European countries and Japan.** (114 pages. GATT Secretariat. $5.00). This report which has been compiled at the request of Nicaragua, is a survey on the crude and semi-refined cottonseed oil potential in the five major import markets of Western Europe and for refined cottonseed oil in Japan. For each country information is provided on the general outlook of the market, imports, crushing and refining, consumption, import channels and commercial practices and regulations. **Major Markets for Tropical Sawnwood in Western Europe.** (482 pages. GATT Secretariat. $10). The purpose of this survey is to furnish information of a commercial, technical, economic and statistical nature to exporters, concerning market trends for sawnwood and the rules governing these markets. A general chapter on Western Europe as a whole is followed by chapters on individual countries, each giv- details of the overall situation, imports, commercial practices and consumption. **The Swiss Market for Certain Products of Export Interest to Developing Countries.** (153 pages. GATT Secretariat.) This study represents a contribution by Switzerland to the Centre's efforts to promote the trade expansion of developing countries. The study comprises an introduction which contains data on the value and evolution of trade between the developing countries and Switzerland, and six studies of specific product groups. An annex containing statistical data on some sixty other products is also included. The publications mentioned in this note and other Centre publications can be seen at the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, EC4.

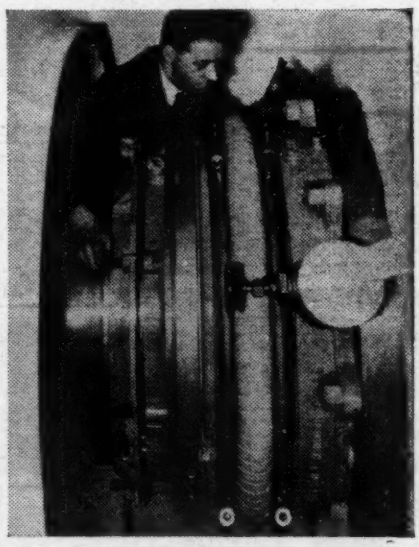
OTHER PUBLICATIONS

SURVEY OF MINES 1968. 362 pages. Available from the Maclean Hunter Publishing Company Ltd. 481 University Avenue, Toronto 2. Canada, or 2055 Paul Street, Montreal 2. Canada. $7.

TECHNICAL SERVICES FOR INDUSTRY. 246 pages. Available free from the Ministry of Technology, Millbank Tower, London SW1.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.



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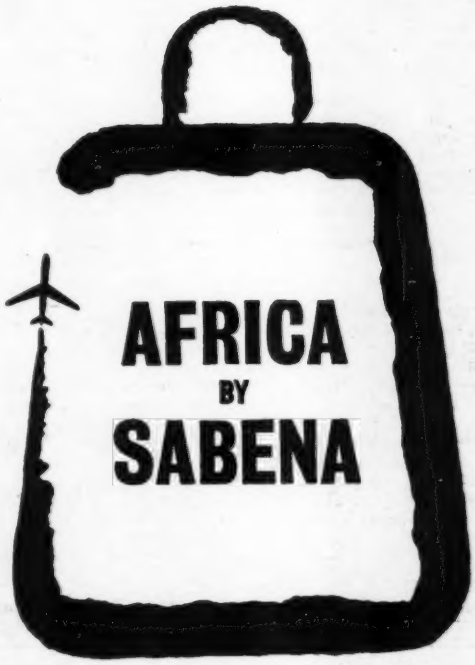

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
March 19-20	Vehicle, miscellaneous stores	Auctioneers Premises, Belfast	Osborne, King & Morgan (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).

Saloon cars: Brockhouse and Sankey ½-ton cargo trailers; Bedford cargo trucks; AEC tractors; Ford cargo trucks with winch; radio station trucks; Landrover, Austin Champ, Daimler, Ford, Standard, Bedford, Morris, Humber, Hillman and Commer spares and batteries. Lucas vehicle spares; Rolls Royce, Austin, Bedford, Standard and Landrover engines; BSA motorcycles; Westalite transformer/receivers; Seagull outboard motors; metal boxes; hand mowing machines and gardening implements. Wireless and telephone sets; telephone cable. 4-ton hydraulic jacks; miscellaneous tools; electrical equipment; clothing including greatcoats, ankle boots, shoes, battle dress and denim suits, drawers, vests, raincoats. Webb anklets; pouches; haversacks and packs; groundsheets; curtains; carpets. Scrap metals; rubber; canvas; mixed rags. Miscellaneous furniture and a large assortment of other general stores.

March 28	Technical and miscellaneous stores	Royal Scots Drill Hall, East Claremont Street, Edinburgh.	Dixon & Wallace Ltd., (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Machine tools including SS & SC and capstan lathes; universal milling, surface grinding, horizontal grinding and pillar drilling machines; wood cutting benchsaw; tool and cutter grinder; 36 in. auto scythe; thread cutting machines, etc.; blacksmith forges; coke forges; various pumping units; air compressors; generators; 1½-ton and 3-ton wall jib cranes; aircraft and M.T. spares; Lancia outboard motor sets; Coventry Climax fork lift trucks; ground and workshop equipment; photographic equipment; binoculars; telescopes; watches; neoprene covers for cockpits, wheels, engines, rotor blades, etc.; various wooden boxes, crates and cases; electrical equipment and electronic valves; dental equipment; textiles, including blankets, industrial gloves and gauntlets; webbing bandoliers; mixed rags; old rubber tyres; rugs and mats; ankle boots and miscellaneous clothing.

April 2 to 4 (incl.)	Technical and miscellaneous stores	The Lido Ballroom, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

Machine tools; Daimler Scout cars; Forklift trucks; earth-moving vehicles and equipment; oil dispersant liquid; Munro B.M.R. and L.S.E. plotting tables; 7 in. by 3½ in. T. Iron; steel helmets; refrigerator spares; M.T. spares; electric potato peelers; hydraulic jacks; vehicle tyres; binoculars; telescopes; pocket and stop watches; theodolites; cameras and photographic equpment; electrical equipment and spares; Perkins P6 generators; alternators; steel binning; wireless valves and transformers; hand tools and tool kits; furniture and kitchenware; textiles including vests and drawers and a large assortment of other clothing; mattresses, rugs and mats, mixed rags, old canvas and webbing; hand operated fire pumps; safes and security boxes; jerricans; various paints and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal orders only).

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Osborne, King & Megram, 14 Montgomery Street, BELFAST, 1. (Postal Order for 1s. 0d. please).

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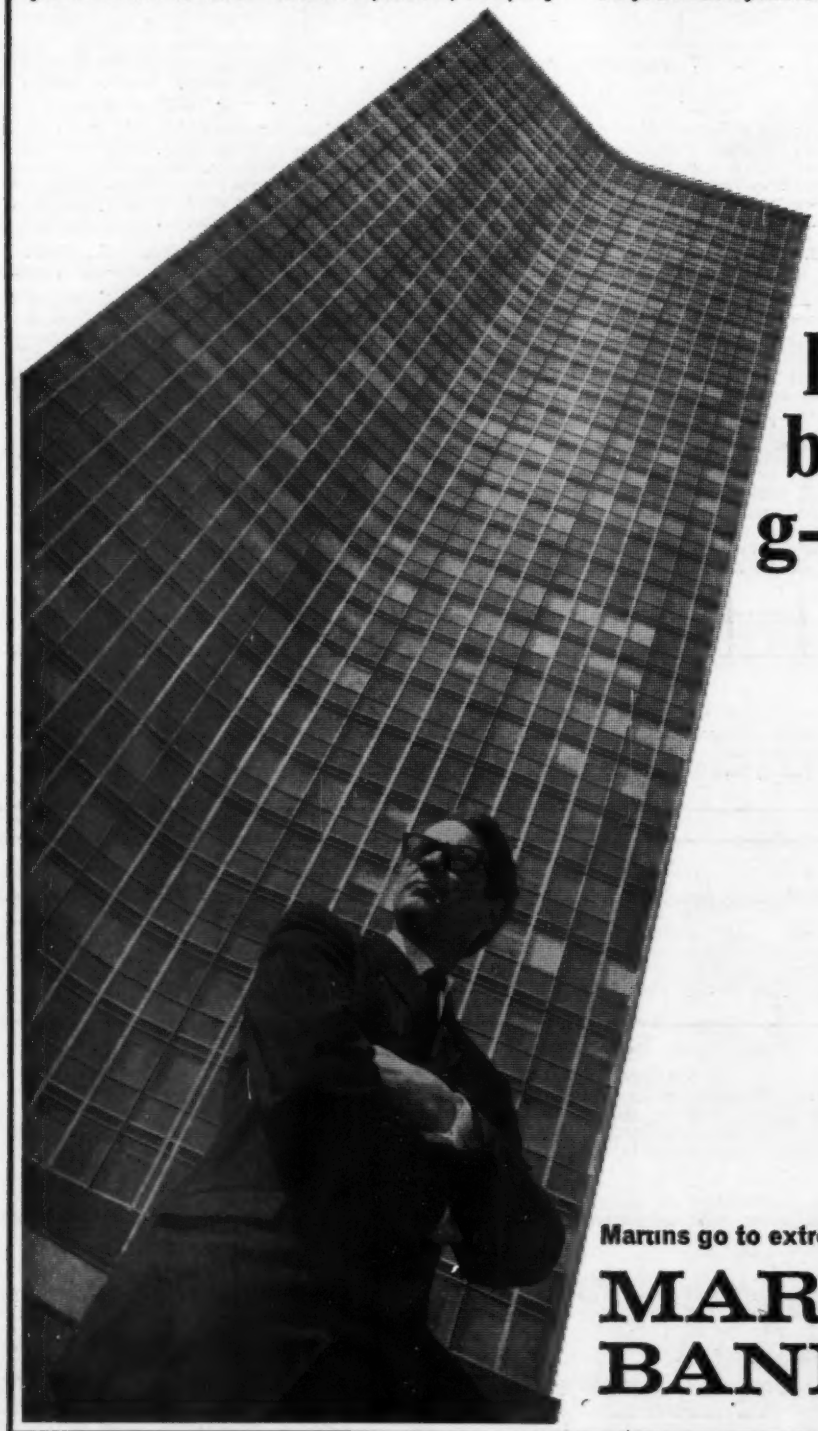

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			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+390	+354	+88	+47
1965	129	132	154	149	126	108	160	130	170	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	162	134	163	183	163	+217	+129	+ 2	+ 6
1967		133*				111		125*	165*				— 36*	—49*	+10
1966															
2nd quarter	130	133	160	157	129	110	162	132	164	183	164	+ 59	— 2	—19	+26
3rd quarter	131	134	160	157	127	109	163	135	166	182	166	+103	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	163	133	159	186	169	— 17	— 7	— 9	—24
1967							■								
1st quarter	132	132	166	160	129	109	164	127	164	190	173	+ 47	+ 2	—11	+14
2nd quarter	133	133	166	161	129	109	175	133	177	198	187	+ 37	+ 3	—11	+14
3rd quarter	132	133	169	165	131	111	171	125	166	207	189	— 25	— 17	—17	—20
4th quarter		134*				113		115*	156*				— 24*	—10*	+ 2
1967															
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November		134*				114									
December		136*				114									
1968															
January						114									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†							
	at 1958 prices							Mid-month or monthly average		Quarter of quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	■				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967	142*	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·9	134·7	177·3	555	158		162	157	— 36
4th quarter	142*	114*	141·5	+2·1	116·7	135·9	174·5	538	182		178	138	
1967													
July	147	102*	140·1	+2·3	109·7	134·4	176·7	543	155		157	163	
August	146	100*	139·7	+1·4	111·1	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145*	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	144*	112*	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	142*	114*	142·4	+2·4	121·9	136·5	180·3	538	190		190	164	
1968											■		
January			142·9	+2·7	123·0*	137·6*	184·1	520	186		194	185	
February					124·9*	137·9*		503	185				

*Provisional. †Not seasonally adjusted.

WHOLESALE PRICE INDEX NUMBERS

Further increase in output prices

OUTPUT PRICES of home market sales of all manufactured products rose further in February. After a year of stability this index began to edge up again in the third quarter of 1967 and the rate of increase has sharpened in the last three months – between November and February the index rose by nearly 1½ per cent compared with an increase of just over ½ per cent during the preceding three months. Both the food and non-food sectors show the same general movement.

Prices of basic materials and fuel used in manufacturing industry also rose further in February. The increase of about 1½ per cent in the non-food sector mainly reflected higher copper prices. The provisional figure for the food sector fell back by over ½ per cent compared with the previous month.

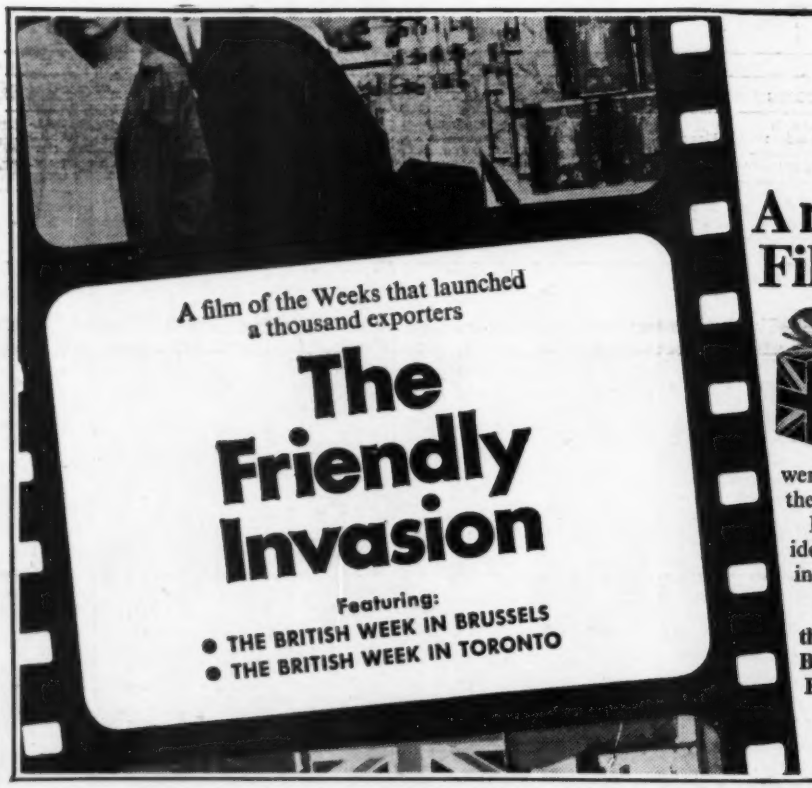
Materials and fuel used in broad sectors of industry

The fall of ½ per cent in the index for materials and fuel used in the food manufacturing industries was the product of changes, mostly small, in a number of items. In the non-food sector there were marginal rises in the index numbers for the timber and paper industries, and increases of about ½ per cent in those for chemicals and textiles, the latter rise being due entirely to higher wool prices. The indices for the mechanical engineering and the electrical machinery industries rose by 1 per cent and 1½ per cent respectively, once again the result of higher prices for copper and brass products.

Both the index numbers for construction and house building rose by about ½ per cent compared with January.

Output of broad sectors of industry

The rise in February of over 1 per cent in output prices of the food manufacturing industry was caused mainly by increased prices of bread, flour and animal poultry foods, offset to some extent by a fall in bacon prices. In the non-food sector there were further rises in February in the index numbers for the timber, paper, chemicals and textiles industries. There were also increases, albeit smaller, in the engineering, clothing and iron and steel industries. Those industries which are most sensitive to changes in prices of imported materials e.g. textiles, paper and timber, all show sharp rises during the last three months.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WHOLESALE PRICE INDEX NUMBERS, *continued*

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966	1967				1967							1968	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	110·0	109·8	108·5	108·6	113·6	110·1	108·1	108·5	109·0	109·5	113·0	118·4	119·4*	120·4*
	Basic materials	104·3	104·0	102·7	102·6	108·3	104·3	102·1	102·6	103·1	103·6	107·5	113·6	114·8*	115·9*
	Fuel	153·9	153·6	152·3	154·4	154·8	154·5	154·3	154·4	154·4	154·6	155·0	155·0	155·0*	155·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	113·0	112·0	109·8	110·9	116·7	112·4	109·7	111·1	112·0	111·9	116·1	121·9	123·0*	124·9*
	Basic materials other than fuel	105·8	104·6	102·2	103·3	110·0	105·1	101·9	103·5	104·5	104·5	109·3	116·2	117·4*	119·6*
211 to 229	Materials and fuel used in the food manufacturing industries.	104·0	105·5	105·6	103·7	107·5	105·9	104·8	103·3	103·7	104·5	106·6	111·4	111·9*	111·1*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·7	116·0	115·6	116·9	119·0	116·2	116·4	117·0	117·3	116·6	118·5	121·9	123·6*	124·4*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	149·1	148·4	146·1	146·7	150·9	148·7	146·6	146·5	146·9	147·6	151·3	154·0	154·6*	156·1*
361	Materials and fuel used in the electrical machinery industry.	142·2	141·1	137·8	138·7	145·0	141·5	138·0	138·7	139·3	140·2	145·7	149·0	150·0*	152·3*
Order X	Materials and fuel used in the textile industries	95·1	94·7	94·3	91·6	93·8	95·2	92·5	91·2	91·2	90·6	92·6	98·3	99·3*	99·9*
Order XIV	Materials and fuel used in the timber industries	122·8	122·6	122·4	122·7	124·6	122·6	122·6	122·7	122·8	122·8	123·4	127·5	129·3*	129·4*
Order XV	Materials and fuel used in the paper industries	114·8	113·9	113·6	113·8	115·8	113·9	113·8	113·7	113·8	113·8	115·2	118·5	118·7*	118·8*
Order XVII	Construction materials	133·8	133·7	133·7	134·5	136·2	133·8	133·9	134·4	135·1	135·2	136·0	137·5	138·3*	139·0*
Part of Order XVII	House building materials	134·9	134·8	134·7	135·7	137·7	134·8	135·0	135·7	136·5	136·6	137·2	139·2	140·4*	141·2*

*Provisional figure.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966	1967				1967							1968	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Orders III to XVI	All manufactured products: Total sales	133·1	133·5	133·7	134·6	135·9	133·5	134·3	134·6	134·8	135·2	135·7	136·9	137·5*	137·9*
	Home market sales	134·0	134·3	134·4	135·1	136·0	134·4	134·8	135·1	135·2	135·7	136·0	136·5	137·3*	137·8*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	132·8	133·0	133·2	134·4	136·1	133·0	134·1	134·5	134·8	135·2	135·7	137·2	138·0*	138·2*
	Home market sales	133·5	133·6	133·6	134·7	135·9	133·6	134·4	134·7	134·9	135·4	135·9	136·5	137·6*	137·9*
211 to 229	Products of the food manufacturing industries: Home market sales	123·7	125·4	125·5	125·5	126·3	125·7	125·4	125·4	125·6	126·1	126·0	126·6	127·4*	128·8*
263 to 277	Chemicals and allied industries: Total sales	108·8	108·9	108·8	110·0	110·6	109·0	109·4	110·1	110·5	110·5	110·3	111·1	113·0*	113·2*
	Home market sales	110·0	110·0	109·9	111·0	111·6	110·0	110·4	111·2	111·3	111·3	111·5	112·1	114·4*	114·7*
311 and 312	Iron and steel industries: Total sales	136·2	136·2	136·4	136·7	137·3	136·0	136·6	136·8	136·8	136·8	137·4	137·6	137·8*	138·0*
	Home market sales	142·0	142·1	142·1	142·1	142·5	142·1	142·1	142·1	142·1	142·2	142·6	142·6	142·8*	143·0*
Orders VI to IX	Engineering and allied industries: Total sales	138·7	139·0	139·6	140·6	142·2	138·8	140·3	140·7	140·9	141·1	141·9	143·5	144·0*	144·3*
	Home market sales	137·1	137·3	137·2	137·9	139·3	137·3	137·6	137·9	138·1	138·4	139·3	140·3	141·0*	141·3*
Order X	Textile industries other than clothing: Total sales	113·7	113·5	113·7	112·6	113·0	113·7	112·4	112·7	112·7	112·4	112·5	114·1	114·9*	115·1*
	Home market sales	112·0	111·6	111·2	110·6	111·2	111·6	110·8	110·7	110·4	110·4	110·9	112·4	113·6*	114·0*
Order XII	Clothing and footwear: Home market sales	120·2	120·3	120·3	120·5	120·7	120·2	120·4	120·5	120·5	120·6	120·7	120·7	121·0*	121·1*
Order XIV	Timber industries: Home market sales	125·7	125·6	125·3	125·4	126·0	125·6	125·3	125·5	125·4	125·4	125·5	127·0	129·3*	130·4*
481 to 483	Paper industries: Home market sales	120·6	120·6	120·7	120·9	120·3	120·6	120·8	120·8	121·0	120·3	120·2	120·3	124·7*	126·0*
Order XVII	New construction‡	140	141	142	143	143*				143			143*		

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

(*Continued on next page*)

WHOLESALE PRICE INDEX NUMBERS, *continued*

3(a). Commodities produced in the United Kingdom – 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 24, 1967. (monthly averages)

	1967			1968	
	Feb.	Aug.	Dec.	Jan.	Feb.
Coal†	174·3	169·0	174·9	174·9*	174·9*
Slates	183·9	180·9	180·9	180·9	180·9
Salt	110·8	123·3	123·3	123·3	123·3
Flour	125·9	125·9	125·9	125·9	130·1
Sugar, refined	113·9	110·4	115·4	115·3	114·7
Chocolate and sugar confectionery	112·7	113·8	114·1	116·8*	117·1*
Beer	136·2	136·4	136·6	136·6*	136·6*
Tobacco and cigarettes	154·3	154·3	154·3	154·3*	154·3*
Hard coke	186·5	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	131·5	135·9	135·9	135·9	135·9
Medium fuel oil (950 secs.)	140·8	160·3	160·3	160·3	160·3
Lubricating oils and greases	131·2	134·6	§135·6	141·7*	141·7*
General chemicals	103·7	104·0	104·8	106·6*	106·6*
Pharmaceutical chemicals	57·2	57·4	57·8	57·8*	57·8*
Pharmaceutical preparations	103·2	103·1	103·2	103·9*	104·1*
Toilet preparations	148·7	149·8	150·3	155·2*	156·2*
Paint for building and decorating	116·8	116·6	117·0	117·0	117·0*
Soap	154·8	153·6	153·8	154·0*	154·2*
Soapless detergents	106·4	101·8	101·8	101·9*	102·2*
Synthetic resins and plastic materials	73·8	73·6	74·5	74·7*	75·7*
Steel sheets	137·9	137·0	137·1	137·1*	137·1*
Tinplate	129·8	128·3	128·3	128·3*	128·3*
Other steel goods (excluding tubes)	141·6	141·7	141·9	142·2*	142·5*
Steel tubes	151·9	156·7	156·9	156·9*	156·9*
Iron castings	156·2	156·3	156·4	156·7*	157·0*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·8	151·8	163·9	163·9	163·9
Rolled	142·2	142·2	155·9	155·9	155·9
Castings	152·8	155·5	162·2	162·2	162·2
Forgings	144·7	144·7	144·7	147·4	149·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	166·2	149·5	206·3	203·4	220·4
Photographic paper and films, etc.	125·7	128·2	134·6	142·8	144·6
Spectacles, etc.	140·4	140·4	141·3	141·4	141·4*
Dental goods	147·5	149·7	153·6	154·3*	154·7*
Gramophone records	146·5	146·5	146·5	146·5*	146·5*
Domestic electrical appliances	103·6	103·2	103·4	103·8*	103·8*
Perambulators, etc.	131·3	131·2	133·6	135·8*	136·2*
Tools and implements	157·1	160·7	163·7	165·5	166·5*

	1967			1968	
	Feb.	Aug.	Dec.	Jan.	Feb.
Cutlery	140·0	140·0	141·1	142·5*	142·5*
Cutlery (other than razors and razor blades)	151·2	151·2	153·5	157·8*	157·8*
Spoons and forks	168·2	171·6	177·5	186·4*	186·4*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	176·3	176·3	180·5	185·2*	185·4*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5*
Cotton yarn	98·8	97·9	109·6	112·1*	112·1*
Spun rayon yarn	101·6	99·5	99·5	103·8	103·9*
Irish linen yarns (wetspun)	126·3	120·8	126·2	126·2	126·2*
Cotton cloth	106·1	105·0	112·5	115·5*	115·5*
Linen	139·2	138·2	141·4	142·0	142·0*
Wool tops	73·8	68·8	71·9	70·0	70·8
Worsted yarns	95·0	91·5	93·0	92·9	93·3
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·4	102·4	105·1	107·4	108·0
Jute yarn	137·2	133·1	142·3	142·3	142·3
Jute piece-goods	147·6	147·6	147·0	147·0	147·0
Rope, twine and net	118·7	118·4	120·0	120·5*	120·6*
Hosiery and other knitted goods	103·1	102·4	102·1	102·0*	102·0*
Carpets and rugs	131·8	131·8	131·8	131·8*	132·0*
Canvas goods and sacks	109·5	102·0	106·1	104·5*	104·5*
Leather for footwear	125·7	122·1	§125·9	127·4*	127·4*
Travel goods	138·2	138·1	138·4	139·6*	140·0*
Made-up clothing	119·4	119·6	119·8	119·9*	120·0*
Weatherproof outerwear	107·3	107·2	107·6	107·3*	107·3*
Men's and boys' tailored outerwear	121·6	122·3	122·5	122·4*	122·4*
Women's and girls' tailored outerwear	117·8	117·9	117·9	117·9*	117·9*
Women's and girls' light outerwear	117·3	118·0	118·0	118·0*	118·0*
Footwear (excluding rubber)	120·6	120·8	121·1	121·7*	121·9*
Refractory goods, including bricks	150·3	150·5	153·0	156·2	159·3*
Non-refractory goods, including bricks	133·6	136·1	137·1	139·7*	140·3*
Building bricks, common, other than fletton, *ex works*	141·4	144·1	144·9	147·7*	148·1*
Building bricks, fletton, common, *delivered*	120·0	123·5	123·5	130·2	130·2
Electrical porcelain	137·6	137·6	137·6	137·6	137·6
Domestic china and earthenware	161·9	161·9	165·4	168·7*	169·1*
Glass (other than containers)	142·7	143·4	144·5	144·9*	144·9*
Glass containers	130·7	129·3	129·3	129·8*	129·8*
Cement, delivered	128·0	130·1	132·0	132·0	132·0

*Provisional figures. †This index is based on prices ruling on the last day of the month.
§Revised figures.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. **27s. 6d.** (by post **28s. 6d.**)

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3(a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967			1968	
	Feb.	Aug.	Dec.	Jan.	Feb.
Abrasive paper and cloth	132·1	132·1	134·4	140·3*	140·3*
Cast stone and cast concrete products	117·9	117·9	118·1	118·3*	118·3*
Home-grown hardwood	107·0	107·0	107·2	107·3*	107·5*
Joinery	141.2	143·3	147.3	147·9*	150·8*
Domestic furniture	127·8	127·6	128·2	130·6*	131·9*
Bedding, etc.	120·1	119·4	119·1	121·9*	122·5*
Wooden boxes, packing cases, crates, etc.	130·7	129·0	128·7	130·2*	132·3*
Paper and board	115·0	115·5	114·7	120·6*	122·6*
Cardboard boxes, cartons and fibreboard packing cases	123·4	123·4	122·5	125·6*	126·0*
Wallpaper	142·7	142·7	143·2	150·7*	155·1*
Paper bags	121·2	122·4	124·4	129·4*	133·4*
Manufactured stationery	128·0	128·0	128·0	128·0*	128·2*
Other manufactures of paper and board	115·7	116·1	116·5	124·2*	124·7*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	122·8	123·0	124·2	126·3*	126·9*
Rubber footwear	135·4	137·3	139·3	142·3	142·3
Linoleum and felt base	151·4	151·4	151·4	151·4	151·4*
Brushes and brooms	145·5	145·7	145·7	147·7	150·2*
Toys and games	132·6	132·8	132·9	134·9*	135·4*
Sports equipment	144·8	145·2	147·1	147·1*	147·1*
Pens and pencils	116·2	116·2	116·4	118·7*	120·2*
Other stationers' goods	136·5	136·5	137·8	138·4	138·4*
Plastic mouldings	107·6	108·3	107·8	108·1*	108·0*

*Provisional figure.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967			1968	
	Feb.	Aug.	Dec.	Jan.	Feb.
Hides and skins	104·7	87·7	99·0	97·8	95·8*
Imported	119·5	98·6	110·4	109·0	106·4*
Native	82·5	71·3	81·9	81·0	79·8*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	146·6	146·6	146·6
Copper, ex-ship, wharf or warehouse†	178·0	152·4	225·3	239·7	292·7
Lead, ex-ship, wharf or warehouse†	83·4	87·7	97·6	96·2	99·9
Nickel, refined, delivered	144·3	144·3	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price	166·8	165·9	187·7	183·8	182·9
Zinc, ex-ship, wharf or warehouse	130·9	124·6	144·0	142·3	140·5
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	104·2	109·6	134·4	150·3	150·3*
Palm oil, c.i.f., in bulk	101·8	101·8	101·8	101·8	101·8
Whale oil, acid, soft, naked, ex-works	58·2	42·8	24·6	31·4	31·4*
Pyrites, c.i.f., United Kingdom ports	69·4	75·0	88·4	92·1	89·6
Rubber, No. 1 R.S.S. one month future	86·4	80·3	85·2	84·3	79·8
Sulphur, crude (for acid making), c.i.f.	122·9	128·1	128·1	145·2	145·2
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	153·3	158·5	189·3	189·4	180·0*
Cotton, raw	66·8	67·5	81·3	83·2	81·9
Jute, raw, 'Export Hearts', c.i.f. Dundee	185·6	154·4	173·0	169·6	169·1
Jute, raw, 'Export Lightnings', c.i.f. Dundee	171·9	142·7	160·3	158·2	157·9
Silk, raw, delivered mill	187·8	211·6	247·7	245·6	245·1*
Sisal, East Africa No. 1 Grade, c.i.f. London	81·1	74·9	82·6	84·0	84·0*
Wool, raw	76·2	70·0	74·9	§75·8	78·1*
Crossbred, medium and coarse, c.i.f. UK	80·5	72·5	64·6	58·8	59·7
Crossbred, fine, c.i.f. UK	78·2	72·8	76·7	§80·2	84·2
Merino, c.i.f. UK	73·3	67·8	79·1	§81·4	84·3
Timber:					
Imported hardwood (ex-yard or wharf)	118·8	120·4	130·6	135·6*	136·0*
Imported plywood (delivered to consumers)	113·1	111·4	120·6	120·8	120·8*
Imported softwood (delivered to consumers)	118·3	118·3	124·2	126·9	126·9*
Woodpulp, imported	100·4	100·5	107·7	107·8*	107·8*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session. §Revised figure.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 24, 1967.

Sales of department stores in week ended March 2, 1968

THE TABLE BELOW shows the latest weekly figures received from department stores and, for comparative purposes, figures for earlier weeks and for the months October 1967 to January 1968.

The increases on a year earlier in the week ended March 2 are not very different from those which have been recorded since this weekly series began. If anything, some reduction in the rates of increase seems indicated but, as the figures themselves show, there are erratic movements.

These figures, it is to be emphasized, relate only to a small part of retail trade. As the published figures for the whole of January indicate, department stores experienced larger increases in sales of durable goods than did other retailers who account for a much higher proportion of the total sales of durable goods.

While other sectors of retail trade (except for food shops) were also buoyant in January, the increase in total sales as compared with January 1967 was about 6 per cent – a figure which is not likely to be significantly larger in February.

Sales of department stores. Percentage increase on a year earlier

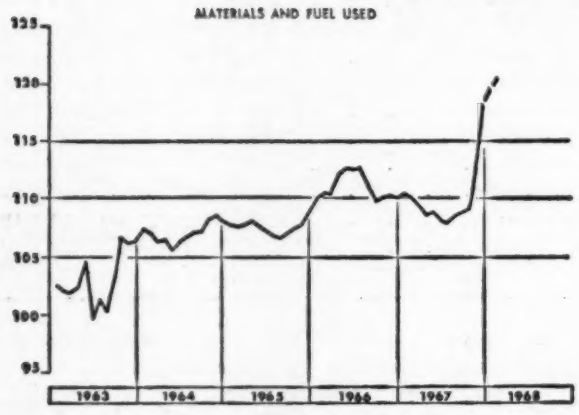
Department	Week ended									
	Oct.	Nov.	Dec.	Jan.	27.1.68	3.2.68	10.2.68	17.2.68	24.2.68	2.3.68
Clothing and footwear	5	5	6	4	14	10	3	8	5	10
Furniture and furnishings	11	14	19	20	34	29	30	30	30	28
Hardware, radio and electrical goods	14	33	33	28	52	47	44	48	42	38
All non-food merchandise	7	8	8	12	27	22	16	19	18	17

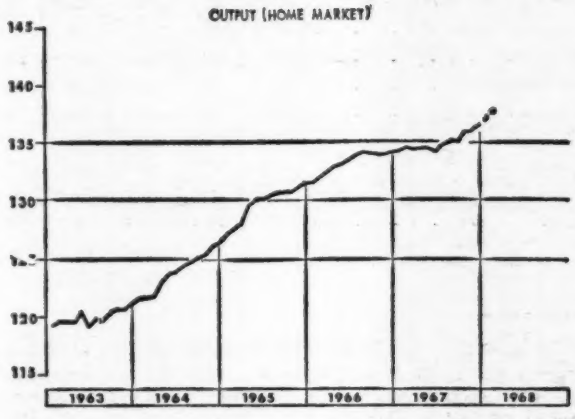
Note:

Weekly returns at present being received from department stores are being collected for a limited period to supplement the monthly statistics of retail sales. They will help to provipe valuable up-to-date information on trends in consumer spending. It is not intended to continue their collection on a permanent basis.

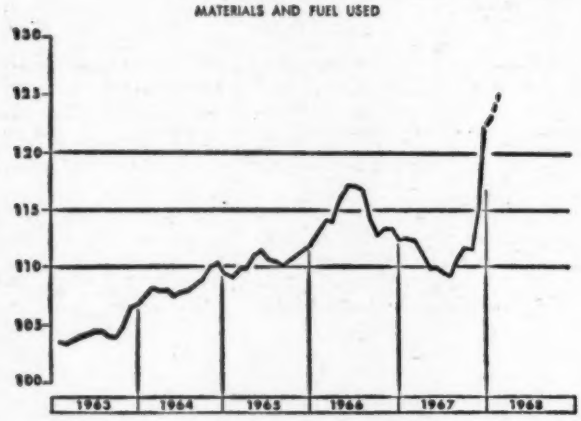
WHOLESALE PRICES INDEX NUMBERS 1954 = 100

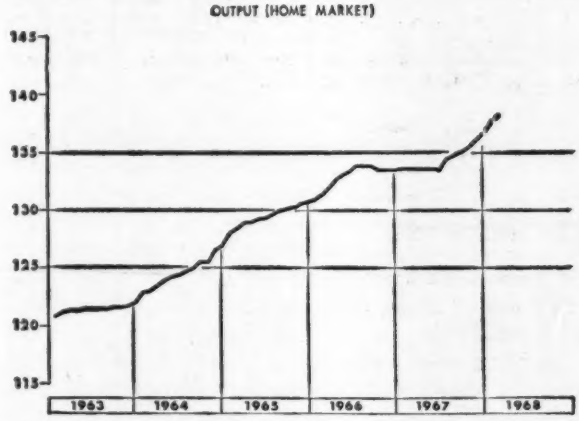
ALL MANUFACTURING INDUSTRY



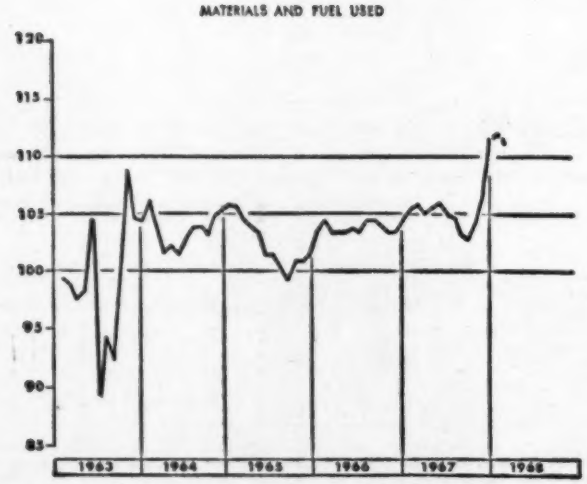


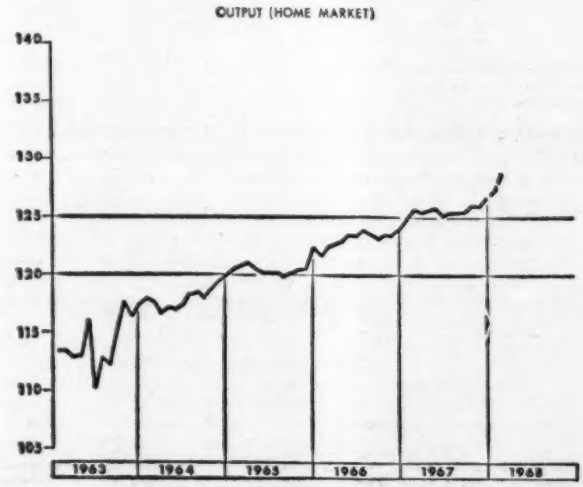
MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)





FOOD MANUFACTURING INDUSTRY





Turnover of the catering trades, laundries and dry cleaners and hairdressers in January, 1968

THE TOTAL turnover of the catering trades in January 1968 was very little different from the comparable figure for a year earlier, whereas the turnover of laundries and dry cleaners and of hairdressers was 4 per cent and 2 per cent, respectively, lower than in January 1967. Altogether, the turnover of these service trades has been rather depressed for some months.

Catering trades

The total turnover of the catering trades was 1 per cent higher in January 1968 than in January 1967, a rate of change which also prevailed in the public house sector. It is too early to determine whether this modest improvement, coming after the decreases recorded at the end of last year, is significant. January is typically rather a poor month for public house sales. Restaurants, cafes, and fish and chip shops also showed an increase in turnover of 1 per cent compared with January 1967, much the same rate of increase as in the last three quarters of 1967. The turnover of licensed hotels in January, on the other hand, was 4 per cent higher than in 1967, which was a larger increase than the comparable increase for 1967 taken as a whole.

Laundries and dry cleaners

The turnover of laundries and dry cleaners showed a decrease of 4 per cent compared with January 1967. In the *Board of Trade Journal* for February 23, 1968, the preliminary results of the Census of Distribution on Other Services for 1966 show that the turnover of laundries, launderettes and dry cleaners combined increased by 61.7 per cent between 1961 and 1966. This is very much higher than the 26 per cent for the same period for laundries and dry cleaners derived from the monthly series. A substantial part of the difference is attributable to the inclusion of launderettes in the census figures and not in the monthly figures; other possible discrepancies between the two series are being investigated.

Hairdressers

Hairdressers showed a decrease of 2 per cent in turnover between January 1967 and 1968, the decline being particularly marked for women's hairdressers. The census results for 1966 show an increase in turnover between 1961 and 1966, of 39.4 per cent, very much more than the 15 per cent increase recorded in the monthly statistics. The increase in the number of hairdressers' establishments between these two years may largely explain this difference. New hairdressers' establishments, and changes in classification may be inadequately covered in the monthly figures. This matter is being investigated.

Table 1. Catering trades

Index numbers of turnover per week and percentage charges on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968						96											
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968						+1											
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968						76											
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1	+6	+3
	1968						+4											
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968						96											
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2	+3	+1
	1968						+1											
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968						100											
	1967	+2	+6	+1	+4	—1	+5	+3	+6	—3	+1	+3	+7	+4	+3	—2	—1	—1
	1968						+1											
Canteen (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968						110											
	1967	—2	—2	Nil	—3	—1	+2	—1	—6	+7	—3	—3	—1	—3	—4	—1	+1	—3
	1968						Nil											

(a) The periods covered by the monthly index numbers consists of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively The January, 1968, period was the four weeks from December 31, 1967, to January 27, 1968, the January 1967 period was from January 1, 1967, to January 28, 1967.
(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

(Continued on next page)

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967	126	122	131	128	124	118	126	121	130	131	130	130	125	128	131	126	116
	1968						113											
	1967	Nil	+1	+2	Nil	−1	+5	+3	−5	+8	−3	+1	−1	−1	+1	−2	−1	Nil
	1968						−4											
Laundries (£67 million)	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967	123	120	127	123	121	120	123	117	126	128	127	128	121	121	126	125	115
	1968						116											
	1967	Nil	−1	+2	Nil	−2	+4	+1	−5	+7	−1	+1	+1	Nil	Nil	−3	−1	−1
	1968						−3											
Dry-cleaners, etc. (£40 million)	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967	131	125	137	135	128	114	131	128	138	137	136	134	130	140	139	129	119
	1968						107											
	1967	+1	+3	+1	Nil	Nil	+8	+8	−4	+9	−5	+1	−3	−2	+3	−1	−1	+2
	1968						−6											

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967	118	114	117	119	120	110	113	116	117	118	117	122	121	117	116	116	126
	1968						109											
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968						−2											
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967	123	117	119	127	129	119	117	115	115	118	123	130	126	125	123	122	139
	1968						120											
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968						+1											
Women's hairdressers, and men's and women's hairdressers (£73 million)	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967	116	112	117	117	117	107	112	117	117	119	115	119	119	114	114	114	122
	1968						105											
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968						−2											

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 8, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 36: *Should we Kill the Seals?*	Br/E 33036	9	March 4	Rank Film Distributors Ltd.	Little, King and Partners Ltd.
Sebastian	Br/E 33050	99	March 7	Paramount Film Service Ltd.	Maccius Productions Ltd.
Movietone News 2021	Br/E 32859	7	March 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2021A	Br/E 32860	7	March 8	" "	" "
Pathe News 68-19	Br/E 32911	7	March 8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-20	Br/E 32912	7	March 8	" "	" "
			FOREIGN		
The Scalphunters	F 33037	103	March 6	United Artists Corp. Ltd.	Levy, Gardner and Roland Kibby.
To Kill a Dragon	F 33038	75	March 6	" "	Aubrey Schenck Enterprises Inc.
Five Ashore in Singapore	F 33039	103	March 6	Compton Film Distributors Ltd.	Les Films Number One, Paris.
Seven from Texas	F 33040	91	March 6	" "	P.E.A. Produzioni Europe Associates, Rome.
The Two Gunmen	F 33041	95	March 6	" "	" "
Fighting Legions	F 33042	101	March 6	" "	Fono-Roma, S.p.A., Rome.
Greenwich Village Story	F 33043	72	March 6	" "	The Village Film Workshop.
The Cool World	F 33044	105	March 6	" "	The Cool World Co.
Cry in the Wind	F 33045	88	March 6	Contemporary Films Ltd.	Huntsman Ltd. (Vaduz), Zurich.
Le Depart	F 33046	91	March 6	" "	Elizabeth Films, S.A., Brussels.
My Way Home	F 33047	82	March 6	" "	Hungarofilm, Budapest.
Inside North Vietnam	F 33048	82	March 6	" "	Felix Greene Productions.
Blackbeard's Ghost	F 33049	107	March 7	Walt Disney Productions Ltd.	Walt Disney Productions.

Sales by wholesale textile houses

SALES BY wholesale textile houses in January showed an increase of 3 per cent on a year earlier, compared with an increase of 8 per cent in December and a decrease of 2 per cent in November.

The value of stocks at the end of January was 17 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+1	..	..
1966 Year	110	−3	..	..
1967 Year	104	−5	..	..
1967 1st quarter	92	−8	158	+8
2nd quarter	91	−9	137	Nil
3rd quarter	104	−6	149	−7
4th quarter	129	Nil	116	−17
1967 January	67	−6	143	+13
February	89	−3	154	+9
March	120	−13	158	+8
April	95	−8	150	+7
May	89	−13	151	+5
June	88	−6	137	Nil
July	73	−7	142	−4
August	100	−4	148	−7
September	138	−7	149	−7
October	140	−3	132	−11
November	130	−2	129	−13
December	115	+8	116	−17
1968 January	68	+3	119	−17

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales	Stocks (b)
	January 1968	January 1968
	%	%
Women's knitted outerwear, blouses and skirts	−14	−15
Women's coats, costumes, furs and raincoats	−2	−21
Women's underwear	+7	−17
Women's hose and children's socks	+20	−8
Women's millinery	−4	−2
Haberdashery, ribbons and wool	+6	−17
Children's wear	+8	−21
Men's and boys' shirts, pyjamas and outfitting	−4	−17
Gloves	+11	−7
Piece-goods and nets	+29	−10
Household textiles	−5	−12
Floor-coverings, furniture and hardware	+15	−10
Grand total (a)	+3	−17

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Notes:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 18 – Brewing and malting (price 3s. 6d. or including postage 3s. 9d.).

Part 83 – Carpets (price 3s. 6d. or including postage 3s. 9d.).

British film fund agency

Corrigendum

THE TOTAL OF levy collections paid to Agency by HM Customs and Excise to February 5, 1968, together with an estimate of collections approximately covering entertainments for four weeks ended January 27, 1968, as shown on page 696 of the *Board of Trade Journal* of March 1 should read £286,800, *not* £347,000.

Orders in the footwear industry

NEW ORDERS received by the footwear industry in January were higher than in the corresponding month last year, though the increase was not so marked as in December when compared with December 1966. Nevertheless, in the three months ending January 1968 net new orders received were 11 per cent more than in the three months ending January 1967 and order books at the end of January were 13 per cent above the level of January 1967. The upsurge in new orders is reflected in further improvement in deliveries, which, in the three months ending January 1968, were 5 per cent more than in the three months ending January 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issues of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967*	38·0	16·2	15·9
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	13·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	13·9
4th quarter*	38·0	19·1	16·5
1966 November	34·7	22·0	17·3
December	33·9	11·2	12·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July	34·7	7·3	14·3
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October*	31·3	19·2	18·1
November*	35·4	22·4	18·3
December*	38·0	15·6	13·0
1968 January*	37·6	14·3	14·7

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

*Provisional.

Business monitor: production series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Gramophone Records for December 1967,
Pottery for December 1967.
Wood Chipboard for January 1968.

Quarterly at 7s. 6d. a year, post free:
Perambulators for July-September 1967.
Cutlery for October 1967.

Food consumption levels in the UK

Corrigendum

THE FOLLOWING two corrections are to be made to the *Board of Trade Journal* of March 8, 1968:

Page 755, Table 1, Sugar and Syrups, 'As a percentage of pre-war' 1962, should read 111 instead of 113.

Page 757, Table 1, Grain Products, total for year 1965, should read 169.6 instead of 169.1.

Operating and traffic statistics of United Kingdom airlines for calendar year 1967

A difficult year for British airlines

CIVIL AIR TRANSPORT is one of the fastest growing industries in the modern world. Over the last five years from 1962-1967 passenger traffic, measured in passenger miles flown, on scheduled services of United Kingdom airlines has been growing at an average rate of 12 per cent a year. During this period the number of passenger miles flown has increased by nearly four-fifths. The expansion has not been uniform; annual increases have ranged from about 18 per cent between 1963 and 1964 and 5 per cent between 1966 and 1967. The most important indicators of activity in the industry are shown in Table 1. During 1967, the year with the smallest traffic increase in the last decade, passenger traffic fell after the end of the first quarter and there was a period of flatness in the middle of the year with possibly some slight upturn towards the end of the year. It seems that the major element in the halt to vigorous growth of air traffic has been in the summer holiday market and the effect of this has been more severe on charter than on scheduled services. It was always to be expected that this kind of traffic would be the most affected by the slowing down of growth in the British economy and the Government measures taken to improve the balance of payments.

Operations in 1967

(1) Scheduled services

The total number of passengers carried by United Kingdom airlines in 1967 was just over 12,300,000, 2 per cent more than in 1966. Nearly 7¼ million of these were carried by BEA and 3¼ million by the Independent operators. The remaining 1¼ million were flown over the longer routes operated by BOAC. The increase between 1966 and 1967 occurred in the first and fourth quarters of the year; in the middle six months of 1967 the number of passengers on scheduled services was very slightly less than in the same period of the previous year. The details of traffic in 1967 are shown in Table 2. The figures for December are in Table 3.

The amount of capacity provided by British airlines on scheduled services continued to grow in 1967. Between 1966 and 1967 the increase in seat miles flown was 9 per cent. The average increase in the last five years has been about 10 per cent. With a check to the growth in passenger traffic and a continuing expansion in the volume of services offered average load factors which had risen from 55 per cent in 1963 to 60 per cent in 1966 slipped back to 58 per cent in 1967.

The weight of freight carried on scheduled services in 1967 was nearly 320,000 tons. This is substantially less than in the previous year when some cargo was transferred from shipping to air services during the seamen's strike. Cargo carried in 1967 was, however, 6 per cent more than in 1965.

(2) Non-scheduled services

There was only a small increase in charter business last year. Capacity ton miles flown were little more than 1 per cent higher than in 1966. Charters flown by the Independent Companies, who specialize in this kind of business were 3 per cent more than in 1966. The average rate of growth of non-scheduled services in the past five years has been about 15 per cent a year. Charter business was sluggish throughout the year 1967. In the early part of the year the capacity sold was less than in the first half of 1966. In the second half there was some recovery, but business remained only about 5 per cent more than a year earlier.

Table 1

Period	Scheduled Services					Charter Services
	Passengers Carried	Passenger Miles	Seat Miles	Freight Carried	Total Load	Capacity 'Sold'
	Number	Thousands	Thousands	Short tons	Short ton miles	Short ton miles
1963	8,643,752	5,440,323	9,825,136	300,771	687,283	333,166
1964	9,765,148	6,454,568	11,114,213	301,762	816,834	413,643
1965	10,867,328	7,417,421	12,862,368	304,404	950,429	452,583
1966	12,058,779	8,294,998	13,750,313	359,923	1,092,251	587,962
1967	12,318,369	8,742,474	14,979,236	319,461	1,149,733	596,561
1966 4th quarter	2,180,084	1,707,012	3,065,258	72,042	244,283	103,777
1967 1st quarter	2,093,726	1,583,358	2,936,020	65,603	222,559	97,322
2nd quarter	3,366,650	2,332,274	4,115,177	83,702	300,892	162,218
3rd quarter	4,598,048	3,036,821	4,603,706	97,738	367,945	229,264
4th quarter	2,259,943	1,790,021	3,324,333	72,414	258,337	107,757

N.B. 1967 figures are provisional.

Table 2

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	Calendar Year 1967	Per cent change on Year 1966	Calendar Year 1967	Per cent change on Year 1966	Calendar Year 1967	Per cent change on Year 1966	Calendar Year 1967	Per cent change on Year 1966
Scheduled services:								
Aircraft miles flown ('000)	152,599	+ 6·1	70,577	+ 8·9	54,669	+ 7·8	27,353	— 3·3
Passengers carried (No.)	12,318,369	+ 2·2	1,513,156	+ 4·5	7,377,259	+ 2·1	3,427,954	+ 1·4
Passenger miles ('000)	8,742,473	+ 5·4	5,140,673	+ 7·0	2,735,866	+ 3·1	865,934	+ 4·1
Available seat miles ('000)	14,979,238	+ 8·9	8,867,600	+ 10·7	4,507,486	+ 7·2	1,604,152	+ 4·3
Passenger load factor %	58·4	60·3 (1)	58·0	60·0 (1)	60·7	63·1 (1)	54·0	52·6 (1)
Freight carried (short tons)	319,461	—11·2	46,043	+ 5·9	115,013	— 1·7	158,405	—20·6
Mail carried (short tons)	22,897	— 7·5	7,346	+ 2·3	14,632	—11·3	919	—15·3
Load short ton miles ('000)	1,149,733	+ 5·3	734,437	+ 7·8	302,281	+ 2·4	113,015	— 2·6
Capacity short ton miles ('000)	2,154,068	+ 5·0	1,425,971	+ 5·4	527,940	+ 6·4	200,151	— 0·8
Overall load factor %	53·4	53·3 (1)	51·5	50·4 (1)	57·3	59·5 (1)	56·5	56·0 (1)
Non-scheduled services:								
Aircraft miles flown ('000)	56,661	+ 2·6	2,698	—12·6	3,173	+ 4·0	50,790	+ 3·5
Capacity short ton miles ('000)	596,563	+ 1·5	45,010	—17·0	36,476	+ 2·6	515,077	+ 3·4
Passengers carried (No.)	3,370,605	..	13,734 (2)	..	132,812	..	3,224,059	..

(1) 1966 actual load factors. (2) Excludes passengers carried by BOAC for foreign operators. For December 1967, see opposite.

Table 3

	Total		BOAC		BEA		Private Companies	
	Dec. 1967	Per cent change on Dec. 1966	Dec. 1967 (1)	Per cent change on Dec. 1966	Dec. 1967	Per cent change on Dec. 1966	Dec. 1967	Per cent change on Dec. 1966
Scheduled services:								
Aircraft miles flown ('000)	11,146	+ 3·3	6,002	+ 6·1	3,585	— 1·1	1,559	+ 5·4
Passengers carried (No.)	657,465	— 3·8	107,809	— 7·4	424,537	— 3·4	125,119	— 1·9
Passenger miles ('000)	574,772	— 5·0	382,408	— 7·1	150,380	— 1·1	41,984	— 0·9
Available seat miles ('000)	1,086,063	+ 4·3	707,583	+ 6·1	287,078	+ 0·3	91,402	+ 3·8
Passenger load factor %	52·9	58·1 (2)	54·0	61·7 (2)	52·4	53·1 (2)	45·9	48·1 (2)
Freight carried (short tons)	22,062	— 4·8	4,302	+ 1·0	9,809	+ 2·8	7,951	—15·3
Mail carried (short tons)	2,439	—14·2	818	—19·1	1,511	—12·4	110	+ 1·9
Load short ton miles ('000)	84,649	— 4·1	59,725	— 6·4	18,311	+ 0·3	6,613	+ 1·1
Capacity short ton miles ('000)	161,976	— 1·5	115,527	+ 5·3	33,958	— 2·3	12,491	+ 5·2
Overall load factor %	52·3	53·7 (2)	51·7	58·2 (2)	53·9	52·5 (2)	52·9	55·1 (2)
Non-scheduled services:								
Aircraft miles flown ('000)	3,058	+ 3·6	230	+ 0·4	125	—47·9	2,703	+ 8·9
Capacity short ton miles ('000)	35,381	+ 4·2	4,080	+12·9	1,276	—48·8	30,025	+ 8·5
Passengers carried (No.)	84,412	..	— (3)	..	638	..	83,774	..

(1) November 26-December 30, 1967. (2) 1966 actual load factors. (3) Excludes passengers carried by BOAC for foreign operators.

National Food Survey: household food consumption in the third quarter of 1967

A SUMMARY OF the results of the National Food Survey for the third quarter of 1967 is given in the table below.

Average household expenditure was estimated to be 37s. 5d. per person per week, 1d. (0.1 per cent) more than in the previous quarter, and 1s. 4d. (3.6 per cent) more than in the third quarter of 1966. About two-thirds of the latter increase was due to changes in the quantity and composition of household food purchases, principally those of liquid milk, beef, meat products, bread and some convenience foods; the remaining third of the increase in expenditure was the result of changes in food prices, particularly those for milk, bread and such seasonal foods as fresh fruit.

Although the price of ordinary pasteurized milk had risen in April by ½d. per pint, average household consumption of liquid milk (including school milk) was well maintained at around 4.9 pints per person per week. Cheese consumption was almost unchanged at 3.4 oz. per person per week. Butter consumption remained very stable, while margarine purchases, although easing slightly from the previous quarter, remained higher than the rather low values recorded in 1966.

Compared with the previous quarter, there was a seasonal increase in the average consumption of mutton and lamb to about the level of a year before, more than offsetting a small decrease for pork. Reduced supplies led to a marked decrease in the average consumption of pork over the year, coupled with a rise of 9 per cent in its average price; this was almost counterbalanced by an increase in consumption of beef, for which there was a fall of 4 per cent in the average price paid. The average price of poultry continued to decline. Increased purchases of canned salmon at somewhat lower prices and also of cooked fish were the main reasons for a slight overall rise in total fish purchases over the year.

Apples, pears and other top fruit were scarcer and dearer than a year before, and although purchases of bananas and of citrus fruit were higher the total consumption of fresh fruit showed a decline over the year, which was only partly made good by increased purchases of canned fruit.

The consumption of fresh vegetables also fell compared with the preceding year, with some replacement by processed vegetables.

Average purchases of bread were, for the third successive quarter, higher than the exceptionally low estimates recorded for 1966. There was some further displacement of oatmeal and oat products by prepared breakfast cereals and of rice by puddings and other cereal convenience foods.

Particulars of the sampling scheme and of the technique of the Survey are given in the recent annual report of the National Food Survey Committee*. This report also contains a survey of food consumption trends from 1956 to 1965.

* Household Food Consumption and Expenditure: 1965, with provisional results for 1966. HMSO, 1967.

Estimates of average household food consumption

oz. per person per week (a)

	Year 1965	Year 1966 (d)	July-Sept. 1966 (d)	Apr.-June 1967	July-Sept. 1967
Total domestic food expenditure	34s. 5d.	35s. 11d.	36s. 1d.	37s.4.d	37s. 5d.
Liquid milk (pints)	4·85	4·93	4·84	4·86	4·93
Other milk (eq. pints)	0·31	0·35	0·36	0·33	0·35
Cheese	3·20	3·11	3·21	3·36	3·40
Butter	6·10	6·09	6·13	6·12	6·14
Margarine	3·04	2·79	2·69	3·05	3·00
Lard and compound cooking fat	2·12	2·13	2·05	2·06	1·97
Eggs: purchases (number)	4·47	4·50	4·42	4·64	4·63
consumption (number)	4·78	4·77	4·75	4·83	4·79
Preserves	2·99	2·84	2·82	2·97	2·64
Sugar	17·56	17·05	17·18	17·10	17·38
Beef and veal	8·08	8·13	7·33	7·94	7·90
Mutton and lamb	5·90	6·28	6·52	5·99	6·49
Pork	2·80	2·76	2·68	2·17	2·03
Bacon and ham, uncooked	5·43	5·30	5·25	5·13	5·43
Bacon and ham, cooked (including canned)	0·89	0·95	1·06	0·97	1·11
Poultry and cooked chicken	3·51	4·06	4·02	3·67	4·21
Other cooked meat (not canned)	0·68	0·68	0·76	0·74	0·76
Other canned meat	2·24	2·02	2·18	2·21	2·34
Offals	1·40	1·44	1·29	1·34	1·26
Sausages, uncooked	3·72	3·59	3·55	3·47	3·35
Other meat products: Meat pies (b)	2·35	0·75	0·77	0·62	0·80
Other		1·66	1·53	1·92	1·88
Fish, fresh and processed	4·32	4·18	4·10	4·13	4·21
Canned fish	0·80	0·87	0·89	0·93	1·01
Fish and fish products, quick frozen	0·65	0·74	0·70	0·78	0·72
Fresh green vegetables	14·31	13·50	18·94	11·96	17·78
Other fresh vegetables	10·39	9·94	9·52	7·79	9·17
Quick-frozen vegetables	0·97	1·34	1·06	1·62	1·08
Canned peas	2·95	2·91	2·48	3·15	2·90
Canned beans	3·22	3·24	3·12	3·55	3·28
Potatoes: purchases	48·38	47·56	40·75	48·48	43·38
consumption	53·24	52·49	48·35	49·38	48·90
Citrus fruit	4·32	4·68	3·45	5·82	3·68
Bananas	3·56	3·58	4·11	3·56	3·73
Apples	7·36	7·33	7·34	5·73	5·53
Fresh tomatoes	3·92	3·98	6·40	4·14	6·41
All other fresh fruit	3·54	3·56	6·67	2·93	5·83
Canned fruit	5·58	5·55	5·74	5·90	6·02
Dried fruit, nuts and fruit and nut products	1·18	1·19	0·90	0·88	0·95
Flour	6·09	5·95	5·79	5·15	5·68
White bread	34·32	32·57	32·86	33·95	34·73
Brown, wholewheat and wholemeal bread	3·53	3·41	3·51	3·39	3·28
Other bread	2·75	2·66	2·83	2·84	2·81
Buns, scones and teacakes	1·88	1·60	1·27	1·30	1·20
Cakes and pastries	4·82	4·86	4·73	4·72	4·72
Chocolate biscuits	1·07	0·94	0·86	1·08	1·04
Other biscuits	4·76	4·66	4·72	4·85	4·97
Breakfast cereals	1·97	2·25	2·48	2·49	2·67
Oatmeal and oat products	0·99	0·67	0·48	0·46	0·44
Canned milk puddings (c)	1·54	1·45	1·42	1·45	1·38
Tea	2·61	2·64	2·63	2·72	2·67
Instant coffee	0·26	0·29	0·27	0·30	0·30
Canned soups	3·00	3·10	2·33	2·72	2·47
Pickles and sauces	1·15	1·24	1·13	1·27	1·27

(a) Except where otherwise stated.
(b) Not available as separate items before 1966.
(c) Figures prior to 1966 relate to all puddings.
(d) Revised figures.
Source: Ministry of Agriculture, Fisheries and Food.

Metal working machine tools, orders and deliveries in January

THE MINISTRY OF TECHNOLOGY* provisionally estimate that in January 1968 total deliveries of machine tools amounted to almost £13 million and net new orders to almost £17 million. Orders on hand rose by £4 million, reversing the fall in the previous month, but were still about 5 per cent below the level of a year earlier.

The 1967 figures now incorporate the final figures from the quarterly inquiry for the third quarter which enable better estimates to be made for the months of the fourth quarter. The delivery figures show only slight changes from the provisional estimates for the second half of the year previously issued, but the more complete information for the third quarter shows that new orders for export were higher than previously estimated from the partial average of the monthly returns; so that it now appears that total net new orders in 1967 were at about the same level as in 1966, subject to any revisions which may be made when the full returns for the fourth quarter are available.

Home market

After adjustment for seasonal factors both deliveries and net new orders for the home market were between £9 million and £9½ million in January. For the first time since last May orders exceeded deliveries, if again only very marginally when allowance is made for the differing seasonal patterns of orders and deliveries. Outstanding orders increased by £1½ million to nearly £50 million, but this is thought to be largely due to seasonal factors and they were still 27 per cent below January 1967, and equivalent to only five months' work. Comparing the latest three months seasonally adjusted with the previous three months deliveries were down by 4 per cent, but net new orders up by 12 per cent. The welcome partial recovery in orders in the last few months probably came too late to prevent deliveries sagging at the beginning of this year, but may help to improve them in the coming months.

Export market

Deliveries for export in January were nearly £4 million seasonally adjusted, remaining the same as in December and on the fairly high plateau at which they have stayed for the last 18 months. The average of the last three months is, however, 7 per cent above the previous three months and it is possible that this heralds the expected improvement in the coming year especially as net new orders rose sharply to £6 million seasonally adjusted. This is the fourth highest figure ever recorded after the three

Table 1. Metal working machine tools orders and deliveries recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1963 (3)*	158·0	45·4	112·6	89·6	41·6	48·0	146·0	57·2	88·8
1967 1st quarter (3)	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter*	42·0	11·6	30·4	89·6	41·6	48·0	35·7	10·5	25·2
1968 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1967 January (3)	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October*	13·1	3·2	9·9	93·9	42·8	51·1	11·1	3·4	7·7
November*	13·9	4·2	9·7	93·5	42·5	51·0	13·5	3·9	9·6
December*	15·0	4·2	10·8	89·6	41·6	48·0	11·1	3·2	7·9
1968 January*	12·9	4·0	8·9	93·6	44·0	49·6	16·9	6·4	10·5
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
February, 1967 – January, 1968*	157·9			93·6	44·0	49·6	153·1		
February, 1966 – January, 1967	151·1			98·5	30·1	68·4	142·1		
Percentage change (3)	+5			—5	+46	—27	+8		

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total new net orders, and home and export orders on hand are unaffected.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

months last year when very large orders were received from Russia and Poland. Orders on hand resumed the upward movement of the last nine months, increasing by a further £2½ million to £44 million nearly half as much again as a year ago, and equivalent to 11 months' work.

Total orders and deliveries

Although there are these divergent trends in orders for the home and export markets, the increase in export orders (which normally only account for 30 per cent of total orders whereas in the last year they have contributed 40 per cent) has been big enough to hold total orders at a high level. This should enable the industry as a whole to at least maintain the rate of deliveries in the coming year, but as exports – especially when they are in very large single orders – are not so evenly spread as home orders both by company and type of tool, there will probably be divergent trends in the output of individual sectors of the machine tool industry.

*The current monthly figures in the tables below are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of more complete information obtained from the quarterly inquiry covering metal working machine tools. The trends in orders, deliveries and orders on hand, showing the split between home and export, after allowing for the estimated effect of the improved allocation between home and export possible since the beginning of 1967, are shown in the charts attached to the tables.

Table 2. Metal working machine tools orders and deliveries seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			New net orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·2	29·4	72·8	145·5	36·4	109·1
1967 (3)*	158·2	45·6	112·6	91·8	40·9	50·9	146·7	56·8	89·9
1967 1st quarter (3)	38·0	11·0	27·0	94·1	29·7	64·4	28·8	11·0	17·8
2nd quarter	39·1	11·5	27·6	95·5	33·4	62·1	40·5	15·2	25·3
3rd quarter	40·1	11·6	28·5	95·6	40·8	54·8	40·2	19·0	21·2
4th quarter*	41·0	11·4	29·6	91·8	40·9	50·9	37·2	11·6	25·6
1968 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1967 January (3)	13·2	3·3	9·9	99·1	30·0	69·1	9·1	3·6	5·5
February	11·7	3·6	8·1	96·8	29·6	67·2	9·3	3·2	6·1
March	13·1	4·1	9·0	94·1	29·7	64·4	10·4	4·2	6·2
April	12·0	4·0	8·0	92·6	28·2	64·4	10·5	2·5	8·0
May	14·4	4·3	10·1	94·2	29·6	64·6	16·0	5·7	10·3
June	12·7	3·2	9·5	95·5	33·4	62·1	14·0	7·0	7·0
July	13·2	3·7	9·5	91·2	32·8	58·4	8·8	3·1	5·7
August	14·2	4·5	9·7	88·6	31·1	57·5	11·6	2·8	8·8
September	12·7	3·4	9·3	95·6	40·8	54·8	19·8	13·1	6·7
October*	13·8	3·3	10·5	93·4	40·7	52·7	11·7	3·3	8·4
November*	13·5	4·2	9·3	93·5	40·9	52·6	13·6	4·4	9·2
December*	13·7	3·9	9·8	91·8	40·9	50·9	11·9	3·9	8·0
1968 January*	13·1	3·9	9·2	94·2	43·1	51·1	15·6	6·2	9·4
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	13·4	4·0	9·4	94·2	43·1	51·1	13·7	4·8	8·9
Average of the previous 3 months*	13·6	3·7	9·9	93·4	40·7	52·7	14·3	6·4	7·9
Percentage change	—1	+7	—4	+1	+6	—3	—4	—25	+12

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable, the figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

4th TECHNICAL FORTNIGHT PARIS MAY '68

international cross-roads of technology

INTERNATIONAL CHEMICAL EXHIBITION

MAY 24th - JUNE 1st

25 nations will be represented this year at the Palais de la Défense, with 25,000 firms exhibiting over nearly 860,000 square feet. A traditional meeting-ground for chemical and industrial experts in related fields from all over the world, the 8th International Chemical Exhibition will take place at the same time as the 50th Anniversary International Convention of the "Société de Chimie Industrielle"

EXPOMAT '68

MAY 16th to 26th

Covering 3.2 million square feet at Le Bourget Airport. 1,100 manufacturers from more than 20 nations will present the latest public works equipment and machinery. The exhibition will be surrounded by wide testing areas where equipment will be demonstrated in actual operation. Special events are scheduled for each sector of the building and public works industry

ELECTRICAL EQUIPMENT BIENNIAL

MAY 20th to 30th

This highly specialized exhibition will feature all electrical and electronic equipment designed for industry, public services, generating plants and networks. It will be of primary interest to manufacturers, engineers and technicians working in all fields calling for automation, servo-motor regulation, controls and distribution equipment and it will also be of great interest to all those concerned with the production and distribution of power supply, administrative heads, community managers, and public services

EUROPAIN (EUROBREAD) '68

MAY 18th to 30th

The International Fair of Baking Industries, "Europain" will cover nearly 200,000 square feet and will feature 200 participants dealing in baking and baking products for pastry, biscuit- and "biscotte"-making. 15 to 20 ovens will be demonstrated in actual operation. Conferences and technical panel-discussions will be held throughout the Fair

PARIS INTERNATIONAL TRADE FAIR

MAY 18th - JUNE 3rd

In addition to the traditional show of consumer samples (for the home, holidays and outdoor, foods and wines) a large part of the Paris Trade Fair is devoted to capital goods and industrial equipment, whether in the Foreign Pavilion section or in specialized French Divisions. Namely the 'Construrama' (organized by the "Ministère de l'Equipement") will cover some 150,000 square feet dealing exclusively with highly-concentrated community housing

For full information, apply to
FRENCH TRADE EXHIBITIONS
24, Rutland Gate - LONDON SW7 - Tel. 01-589 0185/6

Dupuy-Compton QTP 003

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department in the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Branch of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal*. Inquiries relating to the list should be made to Export Services Branch at the address given below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. G. F. Rance, M.B.E., Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., The Swiss Embassy, British Interests Section, Edifice Cassiopée, Bâtiment, B, 7 Chemin des Glycines, B.P.25, ALGIERS, R.P. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ARGENTINA – Mr. M. Gale, C.B.E., H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Postal address: Casilla 2050, Buenos Aires.) (Tel. 49-6681/7.) (Telex 201-1666 a/b Prodroba.)

AUSTRALIA – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Minister (Commercial); Mr. S. C. Stout, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 70422.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. H. D. V. Pakenham, C.B.E., Deputy High Commissioner, British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000. (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.I. (Tel. 67-7254, 67-8601 (9 lines).)

BRISBANE – Mr. H. F. Bartlett, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. (Tel. 2-2307/8/9.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia. (Tel. 21-5120 and 21-5128/9.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide. (Tel. 51-2291.)

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030, VIENNA. (Tel. 73.15. 75/6/7.) (Telex 2053-13410 a/b 13410 Britemb A.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. J. H. Turner, Commercial Secretary, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

BARBADOS – Mr. A. G. Elgar, O.B.E., Deputy High Commissioner, British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN, Barbados. (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Bruxls.)

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex 201-BX 5228 a/b Prodrome BX 5228.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOTSWANA – Mr. D. F. P. Williams, First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.) (Telex 201-JX7870 a/b Highcom J7870.)

BRAZIL – Mr. J. C. Petersen, H.M. Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 35-4131.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshall Tolbukhin 65-67, SOFIA. (Tel. 85361/2.) (Telex 29-363 a/b Prodrome Sofia.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. P. J. Murphy, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. A. B. Moore, First Secretary, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-400 a/b Prodrome YDE.)

BUEA – Mr. N. Morton, Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. Buea 623.) (Telex 201 Douala 245 a/b Britain Buea.)

[NOTE: The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel 237-1530.) (Telex 206-013266 a/b Ukrep, Ottawa.)

MONTREAL – Mr. J. R. Cross, Senior British Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 2, P.Q. (Tel. 866-5863.) (Telex 206-01-26437 a/b Ukrep, Montreal.)

CANADA, *continued*

TORONTO – Mr. G. H. S. Jackson, C.M.G., Senior British Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ontario. (Tel. 362 1223.) (Telex 206-02-29531 a/b Ukrep, TOR.)

VANCOUVER – Mr. J. F. Saunders, C.B.E., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 206-045481 a/b Ukrep, Vancouver.)

WINNIPEG – Mr. J. W. S. Corbett, D.S.O., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 206-035465 a/b Ukrep, Winnipeg.)

EDMONTON – Mr. L. D. Byrne, British Trade Commissioner, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. H. W. Sturdy, M.B.E., British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tel. 527-6459; 527-6350.)

ATLANTIC PROVINCES – Mr. L. Cox, O.B.E., British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Buildings, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. R. H. Link, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 5357-9 and 7298-9.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. J. B. Ure, First Secretary (Commercial) British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. T. Peters, C.M.G., Counsellor (Commercial), Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3.)

COLOMBIA – Mr. J. T. Hyslop, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTÁ. (Airmail address: Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. G. Windle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. W. N. Hugh-Jones, M.V.O., Consul, British Consulate, Boulevard Elizabeth 727, P.O. Box 973, Lubumbashi. (Tel. 2434.) (Telex 201-49) a/b Britain, EVL.)

IMPORTANT

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COSTA RICA – Mr. H. Halliwell, First Secretary and Consul, British Embassy, Paseo Colon 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. A. C. Buxton, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9° Piso, Capdevila (formerly Carcel) 101-103 HAVANA. (Tel. 61-5681.) (Address for correspondence from Britain: British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9) and 533340.) (Telex 2055-511 a/b Prodrome Prague.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2, 8000 Aarhus C. (Tel. (06) 12 25 00.)

[There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:
Mr. A. Mortensen, British Vice-Consul, The Quay, THORNSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam, O.B.E., First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) Telex 201-38 a/b Prodrome Quito.)

GUAYAQUIL – Mr. T. G. Simon, Consul (Commercial), British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, Guayaquil. (Tel. 15-392 and 15-243.) (Postal address: Casilla K, Guayaquil.)

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667.) (Telex 201-3010233 a/b Prodsalv.)
(*Postal address: Embajada Britanica, Apartado 601, San Salvador, El Salvador, Central America.*)

ETHIOPIA – Mr. F. W. W. Murray, M.B.E., First Secretary (Commercial), British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 49227/8.)

ERITREA – Mr. J. Bromley, M.V.O., Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. D. N. Royce, Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13 (Tel. 12574 and 632826.) (Telex 2059-121122 a/b Britform, HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel 2.)

FRANCE – Sir Frederick Everson, K.C.M.G., H.M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-20966 a/b Prodrome 20966F.)

BORDEAUX – Mr. F. Smitherman, M.B.E., Consul-General, British Consulate General, 15 Cours de Verdun, 33-Bordeaux. (Tel. 52-28-35/6.)

LILLE – Mr. J. K. Blackwell, C.B.E., Consul-General, British Consulate-General, 60 Boulevard de la Liberté, 59-Lille (Nord.) (Tel. 57.35.49 and 57.01.77.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, 69-Lyons 2e, Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain, Lyon.)

MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhone.) Tel. 37.68.55.) (Telex 2022-42307 a/b Britain, Marsl.)

NICE – Mr. G. M. E. Paulson, C.B., C.M.G., O.B.E., Consul-General, British Consulate-General, 1 Rue Raynardi, 06-Nice. (Tel. 52.28.35/6.)

STRASBOURG – Mr. J. S. A. Selwyn, O.B.E., Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P., 42, 67-Strasbourg (Bas Rhin.) (Tel. 36.64.91.) (Telex 2022-87995 a/b Bristra, Strbg.)

GAMBIA – Mr. D. Higgins, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, C.M.G., Minster (Economic), British Embassy, Friedrich-Ebert Allee 77, 5300 BONN. (Tel. Bonn 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN – Mr. A. D. Mitchell, Consul (Commercial), British Consulate General, Uhlandstrasse 7-8, 1000 Berlin 12. (Tel. 935293-6.)

DUSSELDORF – Mr. C. W. Blackman, Consul (Commercial), British Consulate-General, Cecilienallee 14 and 16, 4000 Düsseldorf. (Tel. 434281-5.) (Telex 203-8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. J. D. Lewis, Consul (Commercial), British Consulate-General, Zeppelinallee 47, 6000 Frankfurt/Main. (Tel. 770901-5.)

HAMBURG – Mr. K. W. Chesterman, Consul (Commercial), British Consulate-General, Harvestehuderweg 8a, 2000 Hamburg. (Tel. 451351-5.) (Telex 203-213562 a/b BRHBG D.)

MUNICH – Mr. K. J. Green, Consul (Commercial), British Consulate-General, Akademiestrasse 7-9, 8000 Munich. (Tel. 348094/5.)

STUTTGART – Mr. R. K. Robertson, Consul (Commercial), British Consulate-General, Königstrasse 45, 7000 Stuttgart. (Tel. 293216/8.)

GHANA – Mr. A. H. Birch, O.B.E., Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.) (Telex 201-239 a/b Ukrep, Accra.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. S. Y. Dawbarn, Counsellor (Commercial), British Embassy, Gennadiou 4, ATHENS 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform Athinai.)

SALONIKA – Mr. J. E. R. Little, O.B.E., Consul-General, British Consulate-General, P.O. Box 332, 11 King Constantine Avenue, Salonika. (Tel. 78003.)

GUATEMALA – Mr. F. S. E. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 and 21-4-63.)

GUYANA – Mr. F. W. J. Cooper, M.B.E., First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. (Tel. 2881/3.) (Telex 201-GY221 a/b Ukrep GY221.)

HONDURAS – Mr. H. A. Rogers, M.B.E., First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. M. P. V. Hannam, Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. H. 230176-8.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, Harmincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome, BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.) (Telex 29-37 a/b Prodrome, RYK.)

INDIA – Mr. J. A. Turpin, C.M.G., H.M. Minister (Economic and Commercial); Mr. G. L. Simmons, M.V.O., Counsellor (Commercial); British High Commission in India, Chanakyapuri, NEW DELHI 21. (Tel. 70371.)

CALCUTTA – Mr. R. G. Marlow, First Secretary (Commercial), British High Commission, 1 Harington Street, P.O. Box 9073, Calcutta, 16. (Tel. 44-5171.)

BOMBAY – Mr. J. H. Fawcett, First Secretary (Commercial), British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 25.99.81/5.)

MADRAS – Mr. R. G. Bartley, First Secretary (Commercial), British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

INDONESIA – Mr. I. A. C. Kinnear, First Secretary (Commercial), British Embassy, Djalan Iman Bondjol No. 2, DJAKARTA. (Tel. 45.867.)

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Ferdousi, TEHRAN. (Tel. 45011/4.)

IRAQ – Mr. H. St. J. B. Armitage at the British Embassy, Beirut is available to give any advice he can to businessmen visiting Iraq.

IRISH REPUBLIC – Mr. G. Miles, First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 2027-5296 a/b Ukrep, Dublin.)

ISRAEL – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 249171-5.) (Telex 201-559 a/b R. Prodrom TLVIV.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

HAIFA – Mr. A. Lindsay, British Consul, Rassco House, 53 Hameginim Boulevard, Haifa. (Tel. 531185.)

ITALY – Mr. J. A. Ford, C.M.G., M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

MILAN – Mr. W. Sharpe, O.B.E., Consul (Commercial), British Consulate-General, Via San Paolo 7, I 20121 Milan. (Tel. 80.34.42-6.) (Telex 2023-31528 a/b 31528 Britain.)

[Milan is the senior commercial post and the central point for British trade promotion work in Italy.]

BARI – Mr. M. W. P. Cronly-Dillon, Consul (Commercial), British Consulate, Corso Vittorio Emanuele 147, I 70122 Bari. (Tel. 211.504.)

FLORENCE – Mr. C. M. Pirie-Gordon, C.M.G., O.B.E., Consul, British Consulate, Palazzo Castelbarco, Lungarno Corsini 2, I 50123 Florence. (Tel. 272594 and 284133.)

GENOA – Mr. H. Blackstone, M.B.E., Vice-Consul (Commercial), British Consulate-General, Via XII Ottobre (13 Piano), I 16121 Genoa. (Tel. 564.833-5.)

NAPLES – Mr. R. L. D. Jasper, C.M.G., Consul-General, British Consulate-General, Via Francesco Crispi, 122, I 80122 Naples. (Tel. 303.883, 308.320 and 382.482.)

PALERMO – Mr. J. M. Leadbitter, O.B.E., Consul, British Consulate, Palazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.)

TURIN – Mr. J. J. Sinclair, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.)

VENICE – Mr. W. Hickson, Consul, British Consulate, Accademia 1051, Dorsoduro, I 30123 Venice. (Postal address: British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408 and 27207.)

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. 22461/3.) (Telex 29-JA10 a/b Ukrep, Kingston.)

JAPAN – Mr. H. A. H. Cortazzi, Counsellor (Commercial), British Embassy, 1 Ichibancho, Kojimachi, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. J. L. W. Hobbs, Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45 Awajicho, 4-chome, Higashi-ku, Osaka. (Tel. 231-3355/7.)

JORDAN – Mr. G. W. Hopcroft, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

KENYA – Mr. J. L. Beaven, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, Ground Floor, Cotts House, Wabera Street, NAIROBI. (Tel. 25805 and 28791.) (Telex 201-20219 a/b Ukrep, Nairobi.)

KOREA – Mr. F. F. Rainsford, C.B.E., D.F.C., First Secretary, British Embassy, No. 4 Chong Dong, Sodaemun Ku, SEOUL. (Tel. 22004/2.)

KUWAIT – Mr. B. L. Strachan, First Secretary (Commercial), British Embassy, 6 Kuwait Investment Company Buildings (5th Floor), P.O. Box 300, KUWAIT. (Tel. 39221/2.)

LAOS – Mr. H. D. A. C. Miers, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. H. St. J. Armitage, O.B.E., First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. M. F. Chapman, First Secretary, British High Commission, P.O. Box 521, MASERU. (Tel. 2561.) (Telex 201-2MS Maseru a/b 2MS Highcom.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: Commercial Section, British Embassy, British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary (Commercial), British Embassy in Libya, Sharia Omar Scennib 15-19, BENGHAZI. (For correspondence: Commercial Section, British Embassy, British Forces Post Office, No. 55.) (Tel. 2118/2119/2120.)

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 28 Boulevard Royal, LUXEMBOURG. (Tel. 2.98.64.) (Telex 2058-443 a/b Prodrome, LUX.)

MADEIRA – Mr. G. Blandy, Hon. British Consul, British Consulate, 5 Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel 206-50.) (Telex 201-226 a/b Prodrome, TANA.)

MALAWI – Mr. W. H. Harper, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial); Mr. E. J. E. Newbold, First Secretary (Commercial), British High Commission, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1, Jalan Suleiman,

MALAYSIA, *continued*

KUALA LUMPUR. (Tel. 81901/10.) (Telex 201-275 a/b UKIMFR KL.)

KOTA KINABALU – Mr. T. Duffy, First Secretary in Charge, British High Commission, Kota Kinabalu Office, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Chester Street, Kota Kinabalu, Sabah. (Tel. 4424, 4456/7.) (Telex 201-209 a/b Ukrep, JSN.)

KUCHING – Mr. F. Kennedy, First Secretary in Charge, British High Commission, Kuching Office, Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching, Sarawak. (Tel. 24221.) (Telex 201-201 a/b Ukrep, Kuching.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7.) (Telex 201-MW249 a/b Ukrep, Malta.)

MEXICO – Mr. J. S. Chick, First Secretary (Commercial), British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80/85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MONGOLIA – Mr. O. Kemp, O.B.E., H.M. Ambassador, British Embassy, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70529-30.)

MOROCCO

RABAT – Mr. E. H. Noble, M.B.E., First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, Rabat. (Tel. 20905/6; 31403/4 and 32996.) (Telex 29-31022 a/b Prodrome, Rabat.)

CASABLANCA – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614.40/1.)

TANGIER – Mr. R. W. Ford, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MOZAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MUSCAT and OMAN – Mr. M. T. J. Cooper, Vice-Consul, British Consulate-General, Muscat. (Tel. 271.) (Telex 201-216 a/b Britain MB 216.)

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome, Hague.)

AMSTERDAM – Mr. R. G. Dundas, C.B.E., Consul-General, British Consulate-General, Herengracht 460, Amsterdam. (Tel. (020) 234607.)

NEW ZEALAND – Mr. R. A. Daniell, C.B.E., Counsellor (Commercial); Mr. C. McLean, M.B.E., First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.1. (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor-in-Charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel. 42-833 and 49-646.)

CHRISTCHURCH – Mr. J. R. Bolton, First Secretary - in - charge, British High Commission, P.O. Box 1762, Bank of New Zealand Building, corner Colombo and Hereford Streets, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 5301/2.) (Telex 201-3420028 a/b Prodmga 3420028.)

NIGERIA – Mr. L. P. F. L'Estrange, O.B.E. Counsellor (Commercial); Mr. M. Z. Wasilewski, First Secretary (Commercial); British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, LAGOS. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) (Tel. 26441.) (Telex 201-247 a/b Ukrep, Lagos.)

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NORWAY – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo O.)

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PAKISTAN – Mr. R. W. B. Carter, C.M.G. Minister (Commercial), British High Commission, 1st Floor, Finlay House, McLeod Road, KARACHI. (Tel. 230921 (10 lines).)

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DACCA – Mr. T. W. Robinson, First Secretary (Commercial), British High Commission, D.I.T. Building, Dikusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)

CHITTAGONG – Mr. J. H. Chaplin, D.S.O., D.F.C., First Secretary (Economic), British High Commission, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971/2.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. 3-0453.) (Telex 201-3481020 a/b Propans.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. H. D. G. Collings, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Washington – 12th Floor, Plaza Washington, (sexta cuadra), Avenida Arequipa, LIMA. (Tel. 83830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. L. S. Ross, First Secretary (Commercial), British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

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QATAR – Mr. A. J. Ward, Consular and Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b. Political Doha.)

RUMANIA – Mr. A. Rendall, O.B.E., First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 29-011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. R. McGregor, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. G. Rutherford, Second Secretary (Commercial), British High Commission, S.B.W.A. Building, Oxford Street, FREETOWN. (Postal address: Private Mail Bag C/o, G.P.O., Freetown.) (Tel. 3961-6.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, SINGAPORE, 1. (Tel. 95016.)

SOMALI REPUBLIC – Mr. R. J. E. Thomas, Second Secretary, British Embassy, Via Locatelli 7/8, MOGADISHU.

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Economic); Mr. F. S. Fielding, O.B.E., First Secretary (Commercial), British Embassy, 6 Hill Street, PRETORIA. (Tel. 74-3121.) (Telex 201-PX1 a/b PI-44-641 PA.)

JOHANNESBURG – Mr. R. A. Farquharson, Consul, British Consulate-General, 8th Floor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.)

[Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.]

CAPE TOWN – Mr. A. A. Shepherd, Consul (Commercial), British Consulate-General, 11th Floor, African Life

Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Tel. 41.1466.) (Telex 201-5-7447CT a/b 5-7447CT.)

DURBAN – Mr. M. J. A. P. Sullivan, Consul (Commercial), British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) (Telex 201-6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. W. W. Wilson, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SOUTHERN YEMEN – Mr. K. Oldfield, Administrative Officer, British Embassy, Tarshyne, ADEN, People's Republic of Southern Yemen. (Tel 24171.)

SPAIN – Mr. M. H. M. Reid, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 219.02.00 (9 lines).) (Telex 29-7656 a/b 7656 Ingla E.)

BARCELONA – Mr. D. H. Clibborn, C.M.G., Consul-General, British Consulate-General, Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. J. K. Hickman, Consul-General, British Consulate-General, 30 Gran Via, Bilbao. (Tel. 214780, 214789.)

SEVILLE – Mr. K. S. Butler, Consul-General, British Consulate-General, Calle Mendez Nunez 21 (4th Floor), Seville. (Tel. 228875.)

VALENCIA – Mr. G. W. Woodrow, Consul, British Consulate, Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49, Vigo. (Tel. 211450.)

PALMA DE MALLORCA – Mr. T. C. Ravensdale, C.M.G., Consul, British Consulate, Calle General Mola, 6, 3° (28), Palma de Mallorca. (Tel. 21.20.85.)

LAS PALMAS – Mr. N. F. Date, Consul, British Consulate, Muelle de Sta. Catalina, Puerto de la Luz, Apartado 20, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 264372.)

SANTA CRUZ – Mr. E. L. Fox, O.B.E., Consul, British Consulate, La Marina 7, Apartado 109, Santa Cruz, Teneriffe, Canary Islands. (Tel. 242000.)

SUDAN – Mr. G. F. N. Reddaway, C.B.E., Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. (Tel. 70760, 70766-9.)

SWEDEN – Mr. K. E. Mackenzie, Counsellor (Commercial), British Embassy, Skarpogatan 6, STOCKHOLM. (Tel. 67.01.40.) (Telex 2024-1340 a/b Prodrome STKHLM.)

GOTHENBURG – Mr. P. D. Stobart, M.B.E., Consul-General, British Consulate-General, Ostra Larmgatan 16, Gothenburg, C. (Tel. 13.62.77.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, Malmö C. (Tel. 126625.)

SWITZERLAND – Mr. H. B. C. Keeble, Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21/8.) (Telex 2052-32687 a/b UKBNE CH.)

BASLE – Mr. A. M. Fluhmann, O.B.E., Consul, British Consulate. P.O. Box No. 851, Ritterpasse 35, 4001 Basle. (Tel. (061) 23.58.43.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

GENEVA – Mr. R. L. Balfour, M.V.O., Consul, British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1202 Geneva. (Tel. (022) 34.38.00., 33.23.85.) (Telex 2052-22956 a/b 22956A (or B) UKGV CH.)

ZURICH – Mr. A. C. Maby, C.B.E., Consul-General, British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b UKZUR CH.)

SYRIA – Mr. H. St. J. B. Armitage at the British Embassy, Beirut, is available to give any advice he can to businessmen visiting the Syrian Arab Republic.

THAILAND – Mr. W. J. Watts, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 53291.)

TOGO – Mr. I. S. Danson, Third Secretary, British Embassy, Boulevard Circulaire, Boite Postale 892, LOME, Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome, Lomé.)

TRINIDAD AND TOBAGO – Mr. C. A. Thompson, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex 29-POS 52342 a/b POS 52342.)

TRUCIAL STATES

ABU DHABI – Mr. M. J. Copson, Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.

DUBAI – Mr. R. E. Palmer, Commercial Officer, H.M. Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 4225.) (Telex 201-426 a/b Political GJ 426.)

TUNISIA – Mr. B. Sparrow, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. P. Pinsent, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel. 12.10.90-5.)

ISTANBUL – Mr. W. J. Cheeseman, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 a/b Britain IST.)

IZMIR – Mr. P. P. Galdies, Commercial Officer, British Consulate-General, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 33508.)

UGANDA – Mr. J. R. Leeland, First Secretary (Commercial), British High Commission, P.O. Box 7070, 10-12 Obote Avenue, KAMPALA (Tel. 57054/9.) (Telex 201-4106 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. M. A. Holding, First Secretary (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial); Mr. P. W. Ridley, Counsellor (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 2008. (Tel. 462-1340 Area Code 202.) (Telex 20660-892370 a/b Prodrome, WSH.)

NEW YORK – Mr. R. Arculus, C.M.G., Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022 (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. 752-8400 Area Code 212.) (Telex 2064-420543 a/b Prodrome or 20660-12-6919 a/b Prodrome NYK.) [New York is the senior commercial post and the central point for British trade promotion work in the U.S.A. Export Credits Guarantee Department's representative in N. America, Mr. J. H. Hall, is at the same address.]

ATLANTA – Mr. J. A. Hardman, Consul, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691 Area Code 404.)

BOSTON – Mr. G. A. Kent, Vice-Consul (Commercial), British Consulate-General, Room 2303, John Hancock Buildin, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810 Area Code 617.)

CHICAGO – Mr. L. C. W. Figg, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 33 N. Dearborn Street, Chicago, Ill.60602. (Tel. 346-1810 Area Code 312.) (Telex 20660-254432 a/b Britain CGO.)

CLEVELAND – Mr. J. E. T. Thorne, Consul (Commercial), British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674 Area Code 216.) (Telex 20660-98.5618 a/b Britain CVL.)

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel. 637-3600 Area Code 214.)

DENVER – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, Suite 1920, Western Federal Savings Building, 718 17th Street, Denver, Colorado 80202. (Tel. 222-2729 Area Code 303.)

DETROIT – Mr. E. W. Bushby, Consul (Commercial), British Consulate-General, 1008 Detroit Bank and Trust Building 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776 Area Code 313.)

HONOLULU – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 561-048.)

HOUSTON – Mr. G. S. W. Gush, Vice-Consul (Commercial), British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 203-2301/2/3/4 Area Code 713.)

LOS ANGELES – Mr. G. L. Scullard, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90005. (Tel. 385-7381 Area Code 213.) (Telex 20660-677421 a/b Britain LSA.)

MIAMI – Mr. F. J. Pelly, M.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.)

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NEW ORLEANS – Mr. I. P. T. Cobley, Commercial Officer, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6 Area Code 504.)

PHILADELPHIA – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.)

PORTLAND – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 World Trade Building, 333 S.W. Oak Street, Portland, Oregon 97204. (Tel. 227-5669 Area Code 503.)

SAN JUAN – Mr. B. W. Gordon, Consul, British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico. (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.)

ST. LOUIS – Mr. F. M. Taylor, M.B.E., Vice-Consul (Commercial), British Consulate-General, 7th Floor, Gateway Towers, St. Louis, Missouri 63103. (Tel. 621-4688/9 Area Code 314.)

SAN FRANCISCO – Mr. T. T. Gatty, Consul (Commercial), British Consulate-General, Hong Kong Bank Building, 160 Sansome Street, San Francisco, California 94104. (Tel. 981-3030 Area Code 415.)

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[There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk, who will be glad to see business visitors.

BALTIMORE – Mr. H. M. Stewart, M.B.E., Vice-Consul, British Consulate, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland 21202. (Tel. SA 7-1082 Area Code 301.)

NORFOLK – Mr. A. L. Nicholson, Hon. Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

URUGUAY – Mr. I. Ross-Bell, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome MVD.)

U.S.S.R. – Mr. A. K. Rothnie, C.M.G., Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.)

VENEZUELA – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Cuidad Comercial Tamanaco, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-768 a/b 768 Procaracas.)

VIETNAM – Mr. R. F. Stimson, First Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 29-11468 a/b 11468 YU Probel.)

ZAGREB – A. R. K. Mackenzie, C.B.E., Consul-General, British Consulate-General, Ulica Ilica 12, Zagreb. (Tel. 37.627.) (Postal address: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Economic and Commercial), British High Commission, Waddington Road, P.O. Box RW50, LUSAKA. (Tel. 51122.) (Telex 201-4115 a/b Ukrep LS 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Natural Resources and Trade. Paslow Building, P.O. Box 485, BELIZE CITY.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, SUVA. (Telex 29-FJ 004 a/b Suvapo.)

GIBRALTAR: Mr. E. H. Davis, O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.) (Telex 201-223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, TARAWA, Gilbert Islands.

HAITI: Mr. J. P. Le Grand, Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3472.)

MAURITIUS: Mr. N. G. Hulley, British Information Services Office, 5th Floor, Cerné House, Chaussée, P.O. Box 586, PORT LOUIS. (Tel. 2.3039.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127. ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allen, OBE, Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, P.O. Box G.20, HONIARA, British Solomon Islands, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L. Hobart.) (Tel Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., British Commissioner and Consul, H.B.M.'s Agency and Consulate, NUKUALOFA.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. 1072.)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquiriers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Guide to countries in which towns are situated

Place	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Delhi	India
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Düsseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Haifa	Israel
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Canary Islands (Spain)
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Warsaw	Poland
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Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

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Exhibitions and Fairs

Overseas trade fairs—joint venture scheme

THE BOARD OF TRADE have abolished the limitation on the number of times an individual firm may participate in a joint venture at any overseas trade fair.

The purpose of the joint venture scheme is to encourage British firms to promote exports by participation in overseas trade fairs. Under these arrangements the Board of Trade give assistance to a number of firms sponsored by their trade association or other appropriate non-profit making body participating in a group display.

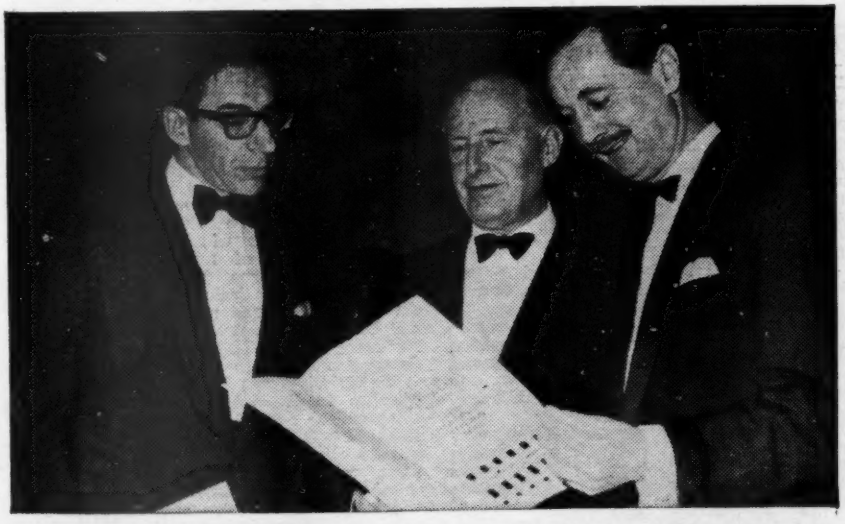
The joint venture scheme has proved very successful and is being increasingly used by exporters to demonstrate and sell their goods in the market places of the world. In future, firms may continue to take part in joint ventures as long as they wish instead of being limited to five successive joint ventures, or to three successive joint ventures at events which take place at longer than yearly intervals.

Lord Brown to open major British promotion in Hamburg

LORD BROWN, Minister of State, Board of Trade, flew to Hamburg on March 14 to open officially the British store promotion at Hertie Waren und Kaufhaus, GmbH, Alsterhaus department store. This official opening at a major branch of Hertie's heralded the start of the largest British consumer goods promotion ever held in Europe, embracing 48 branches of the store situated throughout the Federal Republic and West Berlin who are selling British from March 15-23.

Hertie Waren und Kaufhaus, GmbH, is one of the largest group of department stores in Germany and since the decision to hold a British promotion was taken, the store's buyers have made frequent trips to Britain to purchase a wide selection of merchandise. Vigorous support has been given to Hertie by the Board of Trade who have supplied extensive display material, introduced British manufacturers to the store's buyers and assisted in many other ways.

Special twinning arrangements exist between a number of British and German cities where Hertie stores are located and several civic dignitaries from the United Kingdom have been invited by the store to open the promotions in their respective twin cities. The promotion at Hertie's West Berlin branch was opened by the British Ambassador to the Federal Republic, Sir Frank Roberts.



Pictured at the Natural Fibres Fashion Show organized by the British Menswear Guild, which took place at the Banqueting House, Whitehall, on February 27, are, left to right: Mr. Derek Rose, deputy managing director, Bonsoir Limited; Lord Brown, Minister of State, Board of Trade; and Mr. R. P. Mitchell, director of the BMG.

Mechanical Handling Exhibition

THE SAVINGS in time, labour and space available to industry through the machinery to be shown at the 11th International Mechanical Handling Exhibition, Earls Court, from May 14 to 24 was stressed at a conference in London last week. Mr. B. A. Christie, first vice-president of the Federation of Associations of Materials Handling Manufacturers, went so far as to say that the lessons to be learnt by industry at the exhibition could, within 12 months, bring benefits to Britain far outweighing the heaviest imaginable balance of payments deficit. 'The scope for improvement is limitless,' said Mr. Christie, who had earlier pointed out that although the equipment to be shown – elevators, conveyors, cranes, industrial trucks, hoists, power units, attachments, control equipment, storage and transport systems – should speak for itself in labour-saving terms, human muscle-power still remained the most widely used, heavily abused and the most 'pathetically inefficient' factor in manufacturing and distribution today.

An impressive story of recent technological achievement, commercial success and vigorous export trading could be told by the member associations of FAMHM, said Mr. Christie, with individual companies reporting 50, 60 and even 70 per cent of their output going to overseas markets. 'Most important of all to Britain, however, is the part modern handling equipment can play in speeding materials from the docks, through all manufacturing stages and on to the market, achieving savings and upgrading work standards all along the line.'

Referring to the 'container revolution', Mr. Christie said that containers and the machines to handle them must claim special attention at this year's Mechanical Handling Exhibition. 'But the long-term influences of containerization must also give new meaning to every single piece of equipment to be seen at this biggest-ever exhibition in May.'

The exhibition is the largest event of its kind, and Mr. Christie remarked that looking at the way interest had built up since the first Mechanical Handling Exhibition was held in 1948, it seemed reasonable to expect something over 95,000 visitors from between 70 and 80 countries.

Occupying more than 550,000 square feet of floor space, with additional outdoor areas for equipment too big to go into the hall, the exhibition will show the full range of mechanical handling equipment available to industry. It is organized by the Iliffe journal *Mechanical Handling* with the support of the Federation of Associations of Materials Handling Manufacturers.

BoT Information Office at Electrical Engineers Exhibition

THE BOARD OF TRADE are to have an information room at the 14th International Electrical Engineers (ASEE) Exhibition, which is to be opened at Earls Court, London on March 27 by Mr. Harold Wilson, the Prime Minister. Visitors to the exhibition will be able to receive advice and assistance from officials of the Board's Export Services Branch and the London and South East Regional Office on all aspects of exporting. Copies of the Board's handbooks fro British exporters will be freely available.

The Information Room will be located at the main entrance on the first floor near the escalator.

A full preview of the exhibition was published in last week's *Journal*.

HM the Queen and HRH Prince Philip greeted by the Mayor of Hammersmith, Mrs. Cecily Liardet on their arrival at Olympia for the preview of the Daily Mail Ideal Home Exhibition, which this year celebrates its Diamond Jubilee. (A preview of the exhibition which closes on March 30 appeared in the Board of Trade Journal *on March 8, page 776). (Right) Electrical buyers from Copenhagen stores at the Kenwood Group stand at the exhibition. Earlier, during their visit to the firm's factory, they confirmed a £25,000 order for Kenwood mixers and other domestic appliances. Seen at the stand are (left to right) Mr. Didriksen of Haveman's Magasin, Mr. K. Bronnum, of Olaf Bronnum, Mr. J. Lindsey, export manager of Kenwood, and Mr. Hermansen of Imerco A/S.*

Devaluation makes British toys more competitive in Montreal

A report from the British Trade Commission, Montreal

THE 28TH Annual Canadian Toy Fair, organized by the Canadian Toy Manufacturers' Association, was held from February 26 to March 1 in the Concordia Hall, Place Bonaventure, Montreal. Ninety-eight members of the Association exhibited in this fine show place, part of a new extremely modern complex of retail shops, exhibition space, market-type show-rooms and offices all surmounted by a first-class hotel.

The 200,000 sq. ft. Concordia Hall was partitioned into two equal parts and the Toy Fair ran concurrently with the International Boat Show. Arrangements for the Show were admirably handled by the organizers and the exhibitors were extremely well serviced by the contractors appointed for the general construction of display booths.

Twenty-two British manufacturers were the only non-Canadians to exhibit under a bi-lateral arrangement between the British Toy Manufacturers Association, assisted by the Board of Trade, and the organizers. Seven of the British firms – all smaller manufacturers – grouped together and occupied one booth. They were represented by Humpty Dumpty Export Ltd. Of those who attended last year, Lone Star Products, Meccano Ltd., The Mettoy Co. Ltd., and Cassidy Bros. again exhibited. They were joined by Allan Industries Ltd., Auto Models Ltd., Chad Valley Co. Ltd., Cynat Products Ltd., A. E. Dorsett (Almar Dolls) Ltd., Porth Textiles Ltd., Dol-Toi Products (Stamford) Ltd., Glook International and three further members of the Lines Bros. Group, Minimodels Ltd., Rovex Industries Ltd. and Tri-ang Ltd.

By general acclaim, the British combined exhibit was the most attractive of the Fair. Unlike the majority of Canadian booths, the British group show was based on an open plan design created by the Central Office of Information. Most of the Fair was made up of closed booths. The British exhibit was well sited near to the stairs leading to the snack bar and a steady flow of buyers visited it. Of some 2,000 buyers, jobbers and retailers who came to the Fair, about one third visited the British stands.

All of the British exhibitors declared themselves satisfied with their participation at the Fair and virtually all of them said that they propose to return in 1969. There is little doubt that the outstanding success story of the Fair was that of the Lines Bros. Group, who manufacture some of their products in Canada. They reported that they did more business during the Montreal Toy Fair than during the whole of 1967 in this market. Mettoy, Chad Valley, Cynat and Cassidy Bros. also did particularly well.

The experience of all the British exhibitors was that the Canadian market is so wide-spread that it is not feasible to sell in quantity direct to retailers. Bulk business is only possible through jobbers.

The devaluation of sterling, together with the British preferential Customs tariff, make British toys extremely competitive in Canada. Moreover, one British company reported that their packaging had been brought into line with Canadian practice and improved sales had resulted. This is a market deserving of effort and to be exploited.

Preparations for British Trade Drive in Denmark

WITH JUST OVER two months to go before the start of the British Trade Drive in Denmark, 49 major manufacturers of British consumer goods are finalizing plans for their participation in a widely publicised Danish stores promotion being staged in 256 of the larger branches of C. Schou's Fabriker – Denmark's leading store chain.

The promotion, jointly supported by the Board of Trade and BNEC Export Council for Europe, will feature a wide range of British consumer goods including glassware, household equipment, travel goods, cosmetics, toiletries, perfumery and clothing, bought specially by Schou's directors and buyers who visited Britain specially to widen their knowledge of British merchandise.

Plans are also being finalized by major manufacturers of British food products for their participation in a 'Food Fortnight Stores Promotion' being staged in the 175 branches of Irma – the largest privately owned food retail chain in Denmark.

The promotion, also supported jointly by the Board of Trade and BNEC Export Council for Europe, will feature 69 different products from 18 companies selected by Irma with the assistance of the British Food Export Council.

With an annual turnover of £25 million, the Irma chain consists of 50 large supermarkets and 125 self-service outlets stocking over 1,000 food lines. To widen their range of British foods, Irma will be vigorously merchandising items of favourite British pre-packaged convenience foods, confectionery, biscuits and sauces including nearly 30 different St. Michael food ranges. The promotion will be opened by Lord McFadzean, founder chairman of BNEC Export Council for Europe.

The British Trade Drive starts in Esbjerb, where a locally organized British Shopping Week will be opened by Lord McFadzean on April 27. Over 100 British consumer goods manufacturers will be participating, with products ranging from carpets to confectionery and dresses to detergents. This promotion links with the port's centenary celebrations to provide a perfect starting off pointer for a series of eight consumer and capital goods promotions that will cover the major cities and culminate in Copenhagen on June 14.

Britain's cars at Miami show

A report from the British Consulate, Miami

MAYOR JAY DERMER of Miami Beach, supported by Miss America, Miss Debra Dene Barnes, declared the 10th annual Miami International Auto Show open for a six day run in its new home at the Miami Beach Convention Hall, Florida, from February 16 to 21.

Although it originated as an import and sports car show, this popular annual presentation has attracted the leading American motor car manufacturers to display their domestic models. However, with the ever increasing number of foreign car manufacturers competing for a share of the United States market, the show still remains predominantly an imported car exhibition.

To meet the need for increased exhibition space the old location at the Dinner Key Auditorium in the City of Miami with its 90,000 sq. feet of space was abandoned in favour of the improved facilities at the Miami Beach Convention Hall with its 108,000 sq. feet. Other exhibitions and shows are likely to follow this lead, particularly since the Convention Hall is being enlarged to house the Republican National Convention this summer. Local Miami residents do not tend to favour the move very much but the organizers are not likely to go back to Dinner Key, as more than 110,000 persons paid admission at the turnstiles out of a total of 123,089 visitors and press, compared with 100,000 for the 1966 and 1967 shows held at the Dinner Key Auditorium.

A joint venture by several of Britain's major car manufacturers and the Board of Trade exhibited 20 models of British cars in a combined booth area of 7,000 sq feet which included Cortinas, Jaguars, MGB's, Austin Healey Sprites, Triumphs and a Landrover 109. While all these cars were well received, special mention should be made of the Landrover Adventurer Camper which was displayed in a safari setting complete with a four month old lion cub (and attendant) creating a realistic scene and attracting more than usual attention.

A Landrover Adventure Camper displayed in a safari setting complete with a four-month-old lion cub was a centre of attention at the Miami International Auto Show. Twenty British cars were shown under an arrangement assisted by the Board of Trade.

The South Florida distributors for Rolls Royce independently displayed three Silver Shadow models.

Side attractions included an exhibition of antique cars by the South Florida Antique Car Clubs, and the Miami Sports Car Club displayed a variety of racing cars loaned by members.

The largest car at the show was the 'Spirit of America' in which Craig Breedlove achieved the world's record speed of 600.601 mph on two runs through the measured mile on November 15, 1965.

Next year's show will again be held at the Miami Beach Convention Hall and the show dates will be February 7-12.

'Intensive programme of overseas exhibitions' for James Neill

IN SUPPORT of their promotional drive in overseas markets, James Neill & Co. (Sheffield) Ltd. will be carrying out an intensive programme of exhibitions, starting with their 'Eclipse' tools being featured at nine overseas exhibitions in the four months from February to May.

Mr. W. P. Forsdike, sales director of James Neill, comments: 'We have found in the past that participation in the right exhibitions is an excellent way of expanding export business. All the markets in which we are exhibiting during the next few months are ones in which we have already carried out promotion work and we are confident that we can obtain a greater share of the available business.'

British technology in Mexico

THE BRITISH Engineering Event in Mexico which was held from February 12-16 was opened by Dr. Guillermo Massieu, director general of the National Polytechnic Institute. There were 21 British exhibitors. The exhibition was held in the Hotel Reforma Intercontinental and was organized by the Board of Trade in co-operation with the London Chamber of Commerce and the British Mechanical Engineering Federation. The event was aimed chiefly at projecting Britain's technological image and establishing closer relations between British and Mexican engineers. It was a follow-up to the British Industrial Exhibition held in October, 1966.

The Hotel Reforma is centrally situated in the business section of Mexico City's main avenue. The stands with their photographs, working models and other displays were placed in a large banqueting hall on the first floor and the lectures were given in the adjacent night club, with the lights suitably boosted for the occasion. The layout of the stands was compact and easy of access. The exhibition was open to the public from 10.00 a.m.-1.30 p.m. and from 4.00 p.m. to 8.00 p.m.

The Embassy and the London Chamber of Commerce, who arranged the publicity, found that the Week was sympathetically and well reported in the local press.

It is estimated that at least 1,000 people visited the Exhibition, most of them seriously interested in engineering and many of them after attending a lecture. Many of the firms who exhibited were very successful in terms of sales, and others made useful new contacts.

FOUR HUNDRED home and overseas companies are displaying and demonstrating over 2,000 products at the North British Engineering Exhibition – NORBEX 68 – in the Kelvin Hall, Glasgow from March 8 to 16. It is the biggest exhibition of its kind ever to be staged in Scotland.

NORBEX 68 attracts many overseas buyers

The main categories of the exhibition are electronic and electrical equipment, numerically controlled equipment, machines tools, hydraulics and pneumatic equipment, power transmission systems, hand tools, gauges and pumps, measuring instruments, scientific instruments and sheet metal work.

Represented at the exhibition are a large number of smaller companies which have not hitherto engaged in exporting. The exhibition provides the opportunity to show their products to overseas buyers and the encouragement to take a more active part in the export drive.

The largest stand in the exhibition is a complete 'village' of booths organized by the Engineering Industries Association. Some 40 members of the association are participating in this venture, which has been designed to present as large a variety of engineering equipment as possible within a relatively small area. Products on display range from gauges of all kinds to ultra high-frequency electronic equipment.

The exhibition, opened by Lord Provost Johnstone, has attracted buyers from many overseas countries, including Eastern Europe, and a large volume of export orders is anticipated.

During the exhibition a conference dealing with recent progress in British engineering design is being held in the Kelvin Hall. The aim of the conference is to give members of design teams the opportunity to present papers on research and development aspects of interest to the specialized audiences attending the exhibition.

Coinciding with the last week of the Edinburgh Festival and thus linking a world famous cultural event with an important industrial and trade event, next year's exhibition is to be staged at the Kelvin Hall from September 5 to 13.

Kentucky Store Buyers' visit

THE BOARD OF TRADE have been advised that buyers from the Stewarts Dry Goods Co., Louisville, Kentucky, which will be holding an international store promotion this year to include British goods, will be visiting Britain during this month and April. (Manufacturers and exporters wishing to meet these buyers should contact the London buying house: The Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London, W.1 (Tel. 01-636 5781).

Name of Buyer	Merchandise sought	Date in UK
Mrs. M. Hunt	Women's ready-to-wear	March 20-25
Mrs. P. O'Dea	Sportswear, blouses, swimsuits, sweaters	March 20-25
Mrs. H. Manning	Junior ready-to-wear	March 19-21
Mr. G. F. Tyrrell.	Home furnishings	March 16-18
Mr. J. Scearce	Home furnishings	March 19-27
Mr. L. Downs	Men's furnishings and clothing	March 12-18
Mrs. L. Osterman	Neckwear, handkerchiefs, accessories	April 5-10

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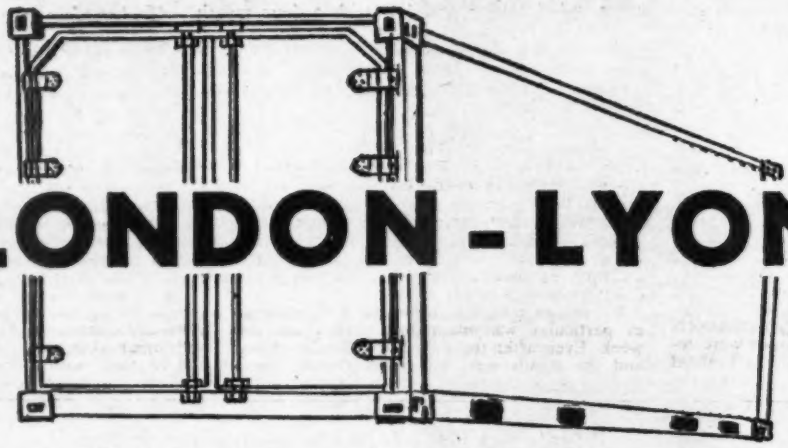

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Building materials manufacturers' success at Munich

A report from the British Consulate-General, Munich

BAU 68 held from February 17-25 is the third building materials exhibition in the 'Bau' series in Munich. It has established itself as one of the most important trade fairs of its kind in Germany.

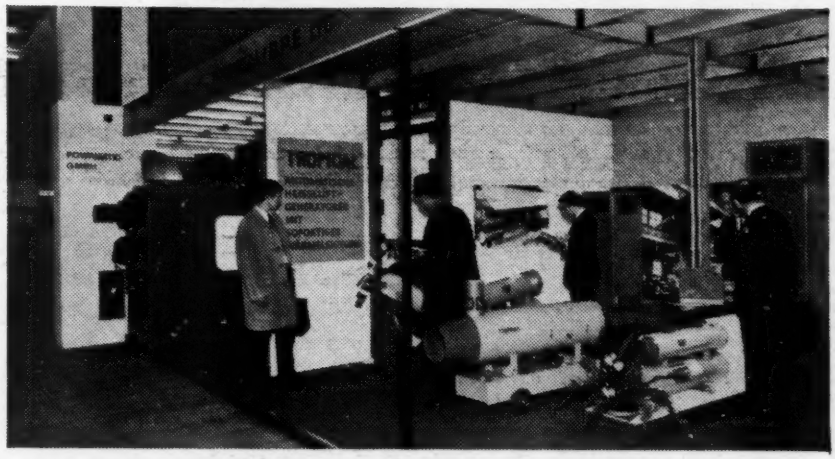
This year's exhibition was awaited with particular interest, since it was expected to indicate whether the two-year-old building recession in Germany was coming to an end. In the event BAU 68 was an outstanding success so that even the more cautious experts predict a livelier building market in Europe this year.

Located in 18 halls at the Munich exhibition grounds, BAU 68 has increased considerably in size over the last event two years ago. Six hundred and thirty-seven firms from 16 countries were represented, and the international interest in the Fair was further substantiated by over 20 per cent of the 110,000 visitors being from overseas.

Twenty-one British firms formed the largest single foreign exhibit from outside the Common Market and were collectively one of the outstanding successes. On three combined stands under the Board of Trade's joint venture scheme in association with the Building Materials Export Group, these firms recorded serious inquiries from many countries and the over-riding opinion of the results was 'first class'.

At a specialized trade fair such as BAU 68, an exhibitor does not expect to do business off his stand. The British were the exception, booking firm orders exceeding £75,000. Quotations requested by potential foreign customers were many times this figure. Inquiries were received from countries as far apart as Finland and Japan. Of particular interest were the many requests from Eastern European countries, especially Jugoslavia, Czechoslovakia and Bulgaria.

On Monday, February 19, a well-attended reception for the local and national trade press was held on one of the British stands at which Lord Winterbottom, Parliamentary Secretary to the Ministry of Public Building and Works, made a well received speech in fluent German. He also toured the British stands accompanied by HM Consul-General in Munich, Mr. Geoffrey Baker, and the president of the Building Materials Export Group, Mr. Jack Coleman.

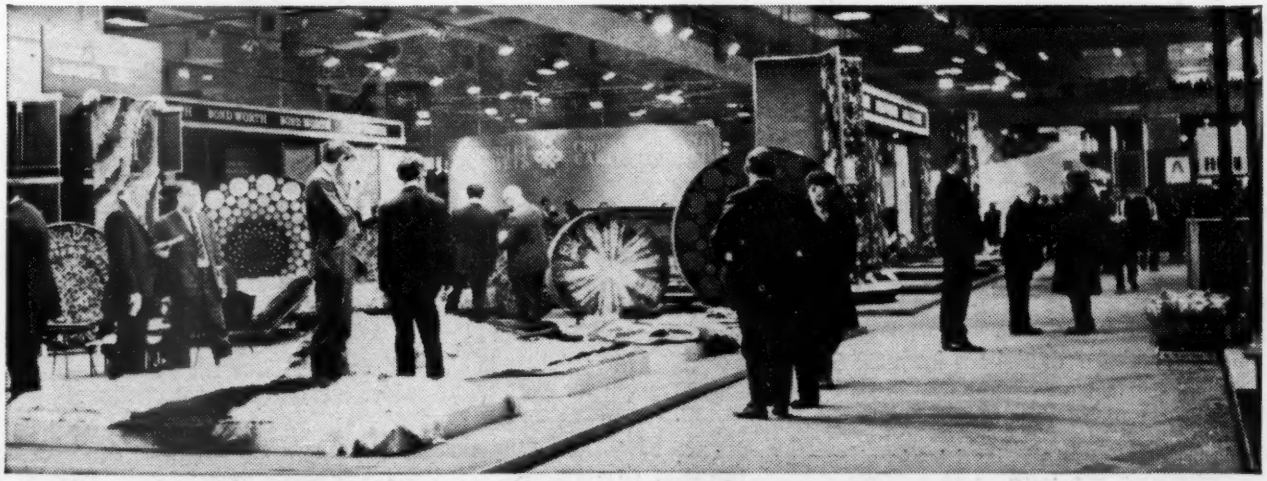


Part of the British stand at the Third Building Materials Exhibition in Munich. The general opinion of results among the British exhibitors was 'first class', with firm orders exceeding £75,000 taken on the stands, quotations requested from foreign buyers of many times this figure, and inquiries received from countries as far apart as Finland and Japan.

Interest in BAU 68 and in the British stands in particular was maintained throughout the week. Even after the Fair had officially closed and the stands were being demolished, some British representatives were still noting down the requirements of last minute visitors. Much favourable comment was received during the Fair on the friendliness and keenness with which inquirers were received on the British stands. This was reflected in the number of serious inquiries recorded and does great credit to the British exhibitors. The exhibitors themselves praised the assistance they had received through the joint venture scheme and the help given to them during the exhibition, including the arranging of business contacts, providing market information and producing status information.

The British combined venture at BAU 68 was an undoubted success and all the participants are convinced that business in Germany and other countries, some of it substantial, will be their reward for exhibiting. They also obtained a valuable assessment of the German market and of their foreign competitors.

The next BAU exhibition is planned for 1972 and details are obtainable from the organizers: Münchener Messe und Austellungsgesellschaft m.b.H., 8 Munich 12, Theresienhöhe 13 (Telex 05-23286; Tel. Munich 76711).



A general view of Carpex '68, the International Carpet, Linoleum and Floor Coverings Fair held at Earls Court, which closed on March 1. The total value of the orders reported over the four and a half days of the exhibition was approximately £1.75 million, and about 50 per cent of these were made up of orders taken from overseas. Many of them came from markets which, prior to devaluation, had not been good outlets for British carpets. Attendance by overseas visitors this year increased by a third, and valuable contacts, particularly in the contract field, are expected to have far-reaching effects over the year ahead.

Keen sales of British foods at West Germany promotion

THE KONSUM 'chain of co-operative grocer stores' sold over half the stocks of new British foodstuffs lines during the first few days of its British promotion held from January 29 to February 10.

This British store promotion was mounted in 200 shops throughout the German land of North Rhine-Westphalia. Senior executives of the Wuppertal Konsum Group first thought of holding such a promotion after visiting the British food manufacturers' stands at the Cologne Food Fair (ANUGA) in October last year, and approached the Commercial Section of the British Consulate-General in Dusseldorf during the first week of December for help in making the necessary arrangements. Agents of British foodstuffs manufacturers were quickly alerted to the opportunities being made available and the Konsum buyers were very pleased with the volume of offers they received.

Before the promotion the company was only selling some 12 lines of British foodstuffs. During the promotion, no less than 30 new lines were added, ranging from biscuits, whisky and gin to jam, and many of these are to be continued. By the opening day, Konsum's additional purchases were estimated to be around DM250,000 (approx. £26,000).

Publicity and display material supplied by the Board of Trade was put to good use and over 50,000 hand-out leaflets with Union Jack motifs were specially printed and distributed by Konsum. During the promotion, their fleet of some 100 lorries, decorated with Union Jacks and slogans, carried British goods throughout the Ruhr area.

The opening ceremony at Konsum's modern supermarket in Wuppertal-Winklinghausen was attended by the British Consul-General, Mr. J. Fisher, Mr. C. W. Blackman, Consul (Commercial), the Lord Mayor of Wuppertal and officials of the Konsum Group.

The Consulate-General reports that this event has proved an excellent means of promoting British foodstuffs and of introducing the German 'Hausfrau' to a wide range of unfamiliar and often untried delicacies. Already other groups of grocery stores are inquiring about the possibility of mounting similar promotions in the future.

Irish linen prepares for big demand during British Week Stockholm

THE IRISH LINEN GUILD is making a determined effort to profit by the opportunities that the British Week in Stockholm (September 27 to October 5) affords to increase Northern Ireland's sales of linen in Sweden.

A samples display, sponsored by the Guild, will be held in Stockholm's Operaterrassen on April 22, when a wide range of products from 11 of the industry's leading manufacturers will be on show. It is hoped that this preview of the latest designs, with their brilliant colours and sophisticated packaging, produced by manufacturers who inherit a long tradition of skilful weaving, will result in considerable new buying by Stockholm stores to meet a heavy demand during the British Week.

As a long-term policy it is hoped that the linens brought over direct from Ireland will do much to bring to the industry a worthwhile share of the Swedish market. Companies taking part in the display are all experienced exporters. Between them they will be showing a comprehensive range of goods including bed linens, table linens, towels and towelling, piecegoods for the apparel market and handkerchiefs.

The mission will be led by the guild director, Mr. M. Elson, and will be accompanied by the guild chairman, Mr. W. Brice Smyth.

Clothing men praise 'marketing know-how' of Stockholm team

'WITHOUT YOU the mission would not have been anything like so successful.' This tribute to the work of the British Week Office in Stockholm comes from Mr. W. H. Sugden, sales director of Wm. Sugden & Sons (International) Ltd. and leader of the pre-British Week mission to Stockholm of five North-country clothing manufacturers described in last week's *Journal* (page 774). 'This is the first experience that I personally have had of British Week,' continues Mr. Sugden, 'but I am certain that the results of this one are bound to be successful, and we are very impressed with your organization. The orders we are getting will not only help to promote British Week, but also establish a permanent trading relationship between our companies and Sweden.'

The high quality of the help available to British manufacturers from the Stockholm British Week market officers is commented on by Mr. M. G. Cockerham, sales manager, Eltite Ltd., who says, '. . . to say that I was highly impressed with the enthusiasm, ability and sheer down-to-earth marketing know-how of your Stockholm team would be the understatement of the year.'

British Week in Stockholm will be held from September 27 to October 5.

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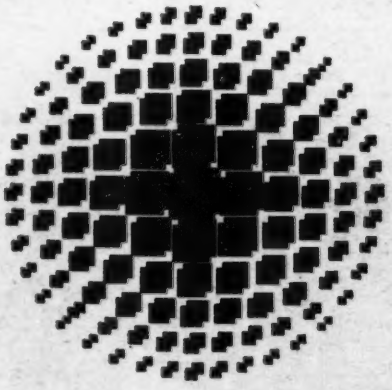

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Annual British Motor Show at Vancouver 'goes from strength to strength'

A report from the British Government Office, Vancouver, BC

THE 3RD Annual British Motor Show was held at the Bayshore Inn, a luxurious modern hotel on the Vancouver Harbour waterfront, from February 21-25. This event, which is one of three major British car shows in Canada and is the only single-country motor show to be held in Vancouver, is sponsored by the Society of Motor Manufacturers and Traders (SMMT) on behalf of the British Automobile Manufacturers' Association in Canada (BAMAC) and supported by the Board of Trade. It is a major promotional activity by British car manufacturers to increase sales in the important British Columbia market.

The show was opened by Mr. Douglas Richards, chairman of Zenith Carburettors Ltd. and vice-president of the Society of Motor Manufacturers and Traders (SMMT), who flew out from Britain for this purpose.

Twenty-nine models were exhibited by BMH, Rootes Group, Leyland, Vauxhall Motors and Lotus. Great interest was shown in the Vauxhall XVR experimental sports car, which was produced to indicate possible future trends in design of high performance vehicles. Three models made their Canadian debut at the show – the Triumph Spitfire, the Austin 1100 Standard, and the Austin Mini Automatic.

The show is held each year in the ballroom of the Bayshore Inn, and it occupies about 8,000 sq. ft. of floor space. The essentially British nature of the occasion was emphasized by a colourful display of heraldic banners, a bevy of attractive hostesses attired in Union Jack mini skirts, and a Mini Minor with a Union Jack trim.

At the luncheon following the official opening, Mr. Richards predicted that British car sales to Canada would jump by 30 per cent in 1968, and said that the biggest factor contributing to this increase would be the devaluation of the pound. He forecast that there would be great advances in performance, reliability and overall appeal of British cars in Canada between now and 1970, and emphasized the need for a world organization of governments and automobile manufacturers to standardize safety features in cars. He said that Canadians had bought 140,000 British cars during the last five years, during which British sales had increased by 64 per cent compared with a total car sales increase in Canada of only 25 per cent. Mr. Richards also remarked that British Columbia is the best market for British cars in Canada, since with only 10 per cent of the country's population more than 15 per cent of the British cars registered in Canada are sold there.

During the pre-show 'ride-and-drive' session held for the press on February 20, the 3,000,000th BMC front-wheel-drive car (a Mini Minor) was presented to the Canadian Arthritis and Rheumatism Society (BC Division). The car was formally accepted by Mr. Bob O'Callaghan, president of the Society, whose physiotherapists will use the car to visit homes for out-patient treatment.

The Annual British Motor Show is now firmly established as a prestige event in the Vancouver calendar. This year's attendance was just short of 60,000 – up by about 30 per cent on 1967. Dealers were delighted with the response and the large numbers of contacts made during the show, and although sales figures will not emerge for some time, exhibitors confidently predict greatly improved results.

Substantial overseas orders result from IMBEX '68

BY THE CLOSE of IMBEX '68 – the sixth International Men's and Boys' Wear Exhibition – well over £3 million worth of business had been done by manufacturers, 'with a very substantial part of the orders coming from overseas,' say the organizers. One of the biggest orders announced at the show was that of Polla Designs Ltd., who are to supply a North American group with leather outerwear valued at over a £¼ million.

Commenting on the show, Mr. S. Davis, D.P.T. (Wear) Ltd. said: 'Total sales over the week have been double, with export figures up by 100 per cent. The most important point about the show this year is the introduction of many more overseas companies which we feel has created a great influx of buyers from overseas and added interest to British displays.'

Mr. P. A. Bunch, Denby Dale Shirt Co. (Sales) Ltd., commented: 'This is the first time we have taken export orders and this is a direct result of our being here. We have opened new accounts in Australia, South Africa, Sweden, Belgium, Iceland, Gibraltar, Morocco, Canada, Holland, the United States and Switzerland.'

'Overseas inquiries in particular have been very high,' said Dr. H. Beckhough, Atkinson Rhodes & Co. (1958) Ltd. 'Our orders in the first two days, alone, exceeded the total number taken during the full week last year.'

Mr. G. Rosman, The County Suede Co. Ltd., reported that the company had booked orders with 14 countries. 'Internationally, from our point of view, the shaw has been a huge success as 95 per cent of the orders we have taken are for export.'

IMPEX '68 was promoted by Men's and Boys' Wear Exhibitions Ltd., sponsored by The Clothing Manufacturers' Federation of Great Britain, The Shirt, Collar and Tie Manufacturers' Federation and The Tie Manufacturers' Association supported by the National Hosiery Manufacturers' Federation and organized by Industrial and Trade Fairs Ltd.

INDEX INQUIRIES

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Left: At the British Motor Show, Vancouver, Mr. Douglas Richards, chairman of Zenith Carburettors Ltd. and vice-president of SMMT, tries the Vauxhall XVR for size watched by, left to right: Mr. Ray Davies, sales manager, General Motors Vauxhall Division, Toronto; Mr. John Saunders, Principal British Trade Commissioner in BC; Mr. John Mackie, chairman, BAMAC; and Mr. Clem McDermott, export sales director, Vauxhall Motors. Right: a panoramic view of the exhibits.

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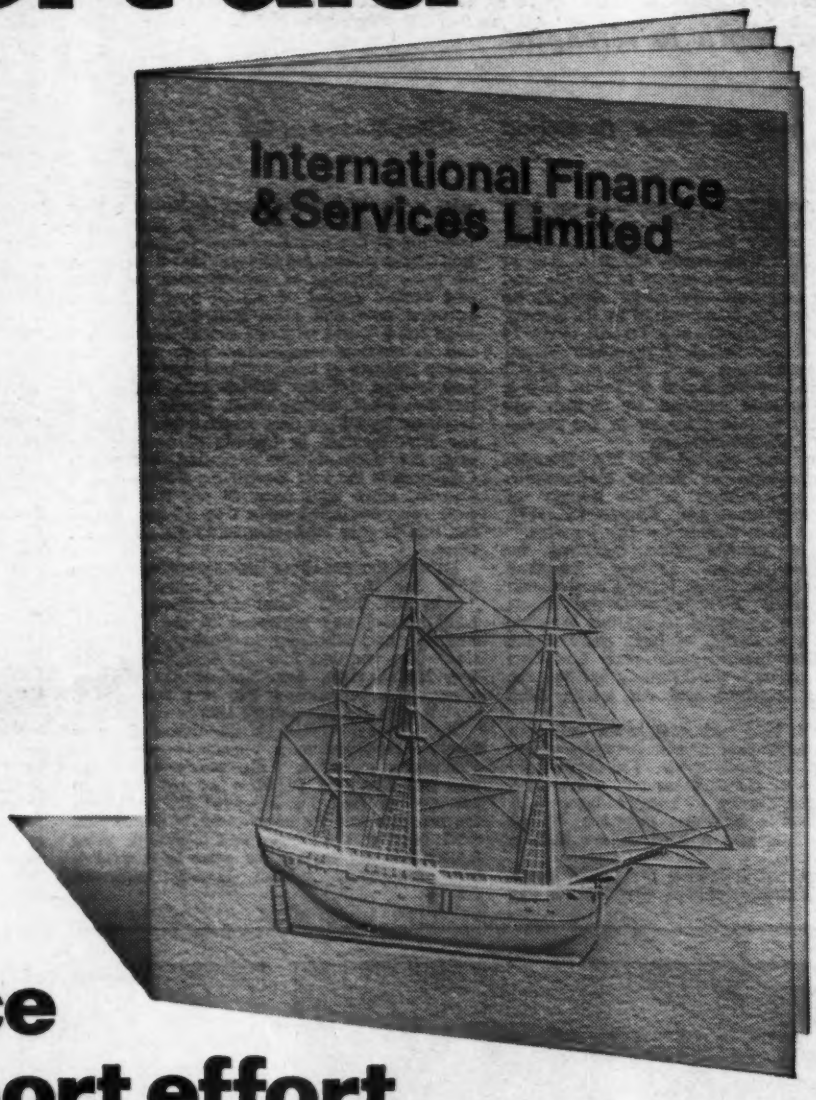

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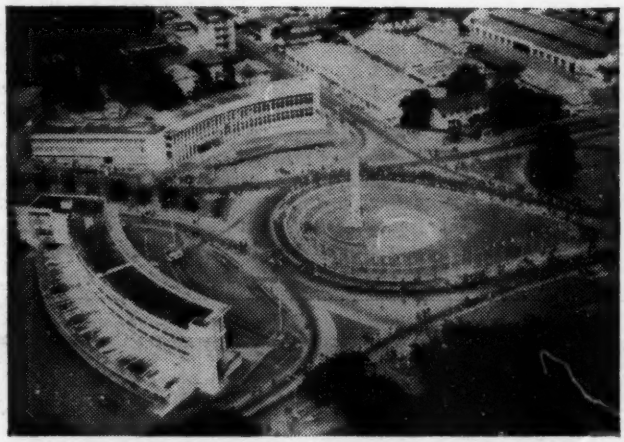
Overseas Trade and Exports

British Trade Prospects in the Ivory Coast

by W. H. Lamport, Second Secretary (Commercial), Abidjan.

THE IVORY COAST is a country of 127,000 square miles with a population of about four million. Since independence in 1960 the country has developed at an impressive rate, although the economy is still very largely based on agriculture, the main exports being coffee, tropical hardwoods and cocoa. The Africa Committee of the British National Export Council, recognizing the growing potential of the country, sent a fact-finding mission to study general market conditions in March, 1967. The Ivory Coast was formerly a French colony and is an associate member of the EEC. This has meant in the past that the Common Market countries, and in particular France, have dominated her foreign trade. Fresh developments during the past twelve months which should affect prospects for British exports will be briefly considered.

Two such developments took place last July. On July 1, 1967, the Ivory Coast abolished most of her exchange-control regulations in line with the free convertibility of the French Franc. Although this does not alter foreign-trade policy or the need for a licence for all non-liberated goods, by doing away with the application to the Exchange Control Office for a permit, it does remove an irksome formality and a psychological barrier to importing from outside the Franc Zone. Secondly the National Assembly adopted a four-year development plan for the period 1967-70. This new plan which has the force of law, is an attempt to rectify what has been officially described as certain distortions in the pattern of the country's economic development.



Aerial view of the centre of Abidjan, capital of the Ivory Coast,
Courtesy Photo Information Côte d'Ivoire.

Economic development

Shortly after Independence in 1960, the Government prepared a forecast of the main lines of economic development for the period 1960-1970. This was not regarded as a firm plan, but rather as a set of guide-lines towards achieving something in the nature of an economic break-through in the early seventies when the Ivory Coast should begin to generate her own capital resources for future development. The forecast was for an annual growth rate of just over 7 per cent which would almost double the gross national product by 1970. This was to be achieved by a big agricultural diversification programme and by encouraging the development of new industries. When the results of the first five years were examined, it became evident that while total investment and the overall rate of economic growth have exceeded expectations, there are serious weaknesses in certain sectors. Industry has almost doubled, thanks mainly to foreign investment, and is now able to supply 60 per cent of local consumer needs; but it is not working to capacity. A favourable visible trade balance has been maintained in spite of fluctuations in world prices for coffee and cocoa; yet agricultural and rural development have lagged behind. The purchasing power of the rural population has not kept up with the overall rate of growth, and there are wide variations in *per capita* income between different parts of the country. There has been an excessive flow of rural population towards the capital; and Abidjan has absorbed more than its fair share of the money available for urban development. Other negative aspects of what the Minister of Planning has described as superficial economic growth rather than development in depth are the slow rate of Africanization and the excessive dependence on expatriate management in industry and trade.

The new plan provides for a total expenditure of £167 million of which £49 million is reserved for agriculture. This is three times the rate of public investment in agriculture from 1960 to 1965. The main objectives of the agricultural programme are increases in the production of cocoa, oil palm, copra, tropical fruits, cotton, sugar cane and rubber. Coffee production is to be kept in line with export possibilities and cultivated more intensively on a smaller acreage rather than by the traditional extensive method now in use. The plan also provides for developing rural artisanal centres and markets to encourage the people to stay on the land.

Trade balance

It is freely admitted that to maintain this rate of public investment will not be easy. Until the new cash crops come into the market in the early seventies, the Ivory Coast cannot hope to increase her income from exports by very much. Coffee, cocoa and timber are already being exploited to the limit and increases in the export of bananas, pineapples, manganese and other minor products, though useful, can only make a marginal difference. A substantial part of the Ivory Coast's visible trade balance is absorbed by remittances of expatriate savings and of profits on

IVORY COAST, *continued*

foreign investment in industries which have not yet begun to play a significant part in the country's export trade. The first wave of foreign private capital is beginning to level off now that the first and most obvious opportunities for investment have been taken. The Ivoiriens are beginning to come to grips with some of the complexities of economic growth and a new, rather sterner attitude is developing. The need for rigid economy in Government expenditure has been proclaimed and there has been talk of the need to cut down imports of non-essentials in favour of capital equipment which will make a real contribution to the country's development. A 'Buy Ivoirien' campaign was launched last October and from January 1 the Added Value Tax on imports was raised from 14 per cent to 18 per cent. There have also been increases in the business turnover tax and more efficient methods of tax collection have been introduced.

Although imports from outside the Franc Zone are still subject to quota restrictions, there has been a tendency to greater liberality recently and well-established importers have been allowed small extra allocations above the strict global quotas. The total available under the Common Market quotas, which will be abolished this year, giving the other Common Market Countries complete parity with France, was never completely utilized (50 per cent to 60 per cent was the average) although allocations for particular classes of goods were sometimes exhausted. The total available under the global quotas, on the other hand, is sometimes slightly exceeded. The French share of the market declined from 63 per cent in 1964 to 57 per cent in 1966. The presence of French firms probably now plays a bigger part in maintaining the French position in the market than the restrictive import policy. It seems reasonable to hope that the tendency towards greater liberality will not be reversed, if only because the need to husband their resources and to get the best value for money should make the Ivoiriens pay more attention to competitiveness. To this extent it may well work to our advantage particularly where Government expenditure is concerned or where the Government have a share in an undertaking and can consequently exercise some control on its purchasing policy.

It must be remembered however, that much of what is being done in the Ivory Coast in the way of development, such as the new port of San Pedro or the Bandama Dam project, is financed by bilateral aid from France, Germany, the United States or the European Development Fund and is consequently not open to international competition. Furthermore, some of the Ivoiriens' most cherished projects depend on turnkey agreements or long-term supplier credit arrangements.

British exports

Apart from the occasional important items of capital equipment and some raw materials for local industries, British exports to the Ivory Coast have so far been made up of comparatively small quantities of a variety of consumer goods. About fifty different items are listed in the local import statistics, mainly typical products unobtainable from elsewhere, or products – like matchets – that are so much cheaper or so much better from Britain that it has been worth the local importer's while to go to the extra trouble of applying for a licence and paying the higher import charges. Traditional British exports to the Ivory Coast admittedly include items which might be regarded as inessential, such as spirits and cigarettes, but as these are important sources of excise revenue and the former a social 'must' it seems improbable that imports will be further restricted. The increase in the added value tax may lead to a slight fall in demand; but as the main customer for imported spirits and tobacco is the well-to-do expatriate who can afford to pay a bit more for what he wants it is not likely to make much difference. The big supermarkets occasionally stock new lines from Britain: sometimes with success, but sometimes the line has to be sold off at cut prices and discontinued. There is a big enough outlet in Abidjan for luxury goods, such as glassware, silver, leather goods, decorative furnishings, to support several impressive shops. This is of course, a limited market with a slow turnover, but there is no reason why British manufacturers with the right appeal should not obtain useful small orders. Experience in the French home market is probably the best guide here.

We have suffered some unavoidable setbacks. In 1965, the importation of coffee-hulling machinery except from the Common Market was banned. An important item in British exports to the Ivory Coast which may be expected to decline is cotton wax prints. Owing to low printing costs in Britain, French grey cloth used to be printed in England for the Ivory Coast market where duty was only levied on the printing costs. But last year, the customs began to assess the duty on the full c.i.f. value of the cloth which has consequently lost its competitive edge. The outlook for imported cotton prints is in any case not very good because a new textile-printing factory is being built in the Ivory Coast with French, Dutch and Japanese capital. Equally though, there have been some British successes, such as the machinery for the FILTISAC and SOFITIS jute and sisal sack factories and some diesel alternating sets for the Electrical Authority.

It is still too early to make an accurate assessment of the effect of devaluation on British exports to the Ivory Coast. The announcement of devaluation produced no rush of inquiries from local importers hoping to profit from a cheaper source of supply, but since then the Ivoirien Added Value Tax, from which French and

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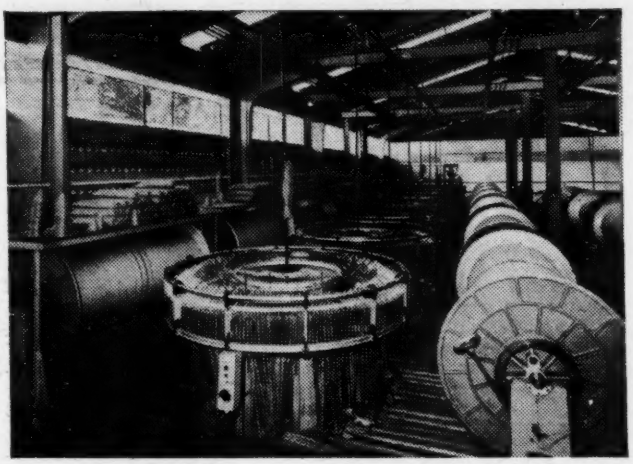
OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

other Common Markets imports are not exempt, has been increased. The combined effect of even slightly lower British landed prices and the increase in the Added Value Tax should make a difference which local firms cannot afford to ignore particularly now that competition is keener and profit margins in many cases lower. It seems reasonable to hope that local importers who used to dismiss British goods as too much trouble because of the formalities or too dear because of the customs duty will now be prepared to think again.

In spite of the Government's policy of Africanization, it is bound to be a long time before the Ivoiriens can replace the big French trading houses and the specialized French manufacturers' agents, mostly based in France, which handle the bulk of the country's imports. In many ways, the Ivory Coast may be regarded as an extension of the French metropolitan market. If a British product cannot compete in the French market, either because it does not comply with French requirements or because there is an acceptable French or Common Market alternative, then it is probably a waste of time to try to sell it here. Conversely, and allowing for climatic conditions, there is no reason why, if a British firm can export to France, it should not also export to the Ivory Coast. Every British firm which is doing business in France and every British firm with French subsidiaries or associates should not fail to take a long look at the Ivory Coast market.



Machinery made by James Mackie & Sons, in use in the Filtisac plant, Ivory Coast,

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax - Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act 1958 may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

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TRADE AND FINANCIAL ARRANGEMENTS

UK AID TO DEVELOPING COUNTRIES

£1,036,000 grant for Gibraltar

BRITAIN HAS approved a grant of £1,036,000 for housing construction in Gibraltar. The money will be made available by the Ministry of Overseas Development from Colonial Development and Welfare funds.

This is for the second phase of Gibraltar's development programme – aimed at providing at least 560 housing units over four years – for which plans have been prepared to provide some 264 flats. Included in the plan is a road network, parking places, pedestrian precincts, play areas and play decks. The blocks, six storeys high, will be on stilts.

For the first phase Britain last year made a CD and W grant of £492,400 for the construction of 130 flats.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

Double taxation relief

THE BOARD of Inland Revenue announce that two Draft Orders entitled The Non-Residents' Transitional Relief from Income Tax on Dividends (Extension of Period) Order 1968 and The Transitional Relief for Interest and Royalties paid to Non-Residents (Extension of Period) Order 1968 were published on March 7. The Draft Orders are subject to approval by the House of Commons.

The Draft Orders extend respectively the operation of Sections 31 and 32 of the Finance Act 1966, in each case by a period of one year,

Double taxation — Antigua

THE Board of Inland Revenue announce that the agreement amending the Arrangement made with Antigua in 1947 was signed in Antigua on March 5. The text will shortly be published as a Schedule to a draft Order in Council.

Rumania and Yugoslavia

IT HAS BEEN reported that a trade protocol covering 1968 was signed in Belgrade on December 27, 1967, between Rumania and Yugoslavia.

Trade between the two countries had fallen far short of the target set by the protocol for 1967 in that total exchanges were valued at the equivalent of $40 million, as against the planned figure of $47 million, the Rumanians had a deficit of $8 million. In order to give the Rumanians a chance of clearing some of this deficit it had been agreed that:

In 1968 Yugoslavia will import from Rumania goods to the value of $31 million against exports to Rumania of $26 million. The remaining $3 million of the 1967 deficit will be carried forward to 1969. The planned volume of trade exchanges in 1968 represents an increase of more than 20 per cent over the planned figure for 1967 and of more than 40 per cent over the actual figure for 1967. It was agreed that trade in machinery should be no more than $6 million in total, equally shared between the two partners, equivalent to roughly 10 per cent of the total volume of trade. About 60 per cent will cover trade in metallurgical goods, raw materials, semi-finished and finished. The balance will be covered by chemical products and other goods.

No further details are available.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

Rumania and West Germany

IT HAS BEEN reported that a protocol to the 1963/69 long-term trade agreement was signed in Bucharest on November 3, 1967, for the year 1967/68.

The protocol provides additional opportunities for Rumania to sell industrial goods (metal working machine tools, electric motors, concrete mixers), chemicals, oil, textiles and food products in Germany. Liberalization measures undertaken by the Germans have substantially reduced the number of quotas on the Rumanian export list. Only those items which are especially sensitive or which are affected by Germany's EEC obligations now remain on quota.

German exports to Rumania will continue to consist chiefly of industrial goods. The fact that the two lists are unequal, value of the Rumanian import list being some DM 180 million higher than the German, would seem to confirm that German exports are not impeded by Rumanian quotas.

Copies of the quota lists are available for examination in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

The Federal Republic of Germany and Poland

A THIRD PROTOCOL to the Trade and Payments Agreement of March 7, 1963, between the Federal Republic of Germany and Poland was signed in Bonn on December 15, 1967. Quota lists effective from January 1, 1968, provide for Polish imports from Germany of chemicals and pharmaceuticals (DM 132 million), iron and steel products (DM 92 million), machinery (DM 95 million), electrotechnical products (DM 37.5 million), vehicles (DM 15.5 million) and precision instruments (DM 15 million) as well as other manufactured products.

Quotas for German imports from Poland include food and agricultural products, heating oil and certain chemicals. Many quotas in the industrial sector have been discontinued, however, following the introduction by the Federal Government last year of automatic licensing procedure without restriction of value.

Any inquiries relating to this announcement should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482).

Czechoslovakia and Bulgaria

THE CZECHOSLOVAK PRESS reported that documents concluding the 9th Session of the Joint Czechoslovak-Bulgarian Committee for Economic Co-operation were signed in Prague on January 12, 1968.

The agenda of the talks included co-ordination of economic plans in the two countries after 1970, specialization and co-ordination of production programmes in the engineering, chemical, metallurgical and consumer goods industries, further expansion of the exchange of goods in 1968 and later, and co-operation in science and technology. (Goods exchanged in 1967 were 25 per cent above the original provisions of the long-term agreement.) Czechoslovakia will increase imports of Bulgarian tobacco, cigarettes, agricultural produce and food, while maintaining the present volume of imported raw materials and while decreasing imports of Bulgarian engineering goods.

No further details are available.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Letters of appreciation

Below is a selection of extracts from letters of appreciation received from United Kingdom exporters by official posts overseas and Export Services Branch of the Board of Trade.

AUSTRALIA

Let me take the first opportunity of saying how grateful I am to you for all that you did to make my stay in Perth so pleasant and so interesting. It was a great pleasure to be with you and to have the benefit of your wealth of information and your easy contacts.

British Transport Docks Board.

SWITZERLAND

I write to thank you for the assistance you gave me in arranging so interesting a series of visits which I carried out last week in Zürich. I am most grateful for the introductions.

Race Furniture Ltd., London.

Thank you for your letter. The information which you sent us was of an extremely comprehensive nature, and must obviously have caused you considerable trouble.

English Electric Company Limited, Liverpool.

WEST GERMANY

I understand our Mr. Isaac has telephoned you regarding our participation in the Civil Defence Exhibition at Baschau Bonn, and I would like to confirm his remarks regarding the excellent co-operation we received from the British Embassy in Bonn, who really went out of their way to make our exhibition a success. We were the only British company exhibiting and I think the excellent reception we received for our products can be gauged by the fact that as well as receiving press coverage, we were also featured in a news item on Cologne television that evening.

For your information, Baschau Bonn is unique in Europe in that it is a permanent exhibition concerned with Civil Defence and has excellent facilities for exhibiting and publicizing materials and equipment associated with this activity.

Horlicks Limited, Slough.

INDIA

May we take this opportunity of acknowledging the extremely helpful actions which have always resulted on the few occasions when we have had to communicate with British High Commissioners overseas. Please accept our thanks for your own co-operation.

Cuthbert Andrews, Watford.

TO EXPORT SERVICES BRANCH

We have been very successful with our overseas trading activities, as a result of the advantage we took of your free Services to Exporters. Before we approached the Export Services Branch for assistance in relation to our overseas trading activities, we were not sure as to whether you could, in actual fact, provide the answers to many problems which every exporter has to face; such as finding suitable agents or buyers, etc., in the various overseas markets. As you do not make any charge at all for your services, we were at first suspicious that we shall only be wasting our time by making use of your services, until we decided in the end, to avail ourselves to this golden opportunity being offered to all exporters free of charge and without discrimination, whatsoever.

We are, however, very delighted to mention that our association with the Export Services Branch, Board of Trade, has been a very happy and fruitful affair. We have up to date, recommended your services to other firms engaged in export activities, and struggling blindly with frustration and ignorance to get a foot-hold in the overseas markets to make full use of your precious and free services, so vital to any firm which really wants to succeed.

Edith Pemberton & Partners, London.

BAHAMAS

Please accept our sincere thanks for your endeavour in obtaining us work, you will be glad to know that we have recently obtained an order for a new launch to be delivered to the Bahamas through your department.

Letter to the Export Services Branch from John Bushnell Ltd.

UNITED STATES

I am writing on my return from America to express thanks for all the arrangements you were kind enough to make in connection with my visit, and in liaison with the British Consulate in New York.

One of the most important events during the visit was a cocktail party arranged for my wife and I in order to meet and to entertain some of the foremost designers and decorators in New York, as well as leading members of the Press.

A most able press document was issued emphasizing the technical developments of the Max Clendinning latest designs, and as a result of this the *New York Sunday Times* published a special drawing of one chair in the 'Ariel' range. The home news editor of the *New York Times* informed me that, in her opinion, the most significant furniture designs of this year were those produced by Max Clendinning and ourselves – the 'Ariel' range. *Interiors Magazine* was equally enthusiastic.

I cannot speak too highly of this magnificent assistance and encouragement.

Race Furniture Ltd., Sheerness.

CANADA

I recently carried out a study of the Canadian market for a British food product. The exercise involved an analysis of published data at the Export Services Branch library, followed by a visit to Canada where the product was discussed with a number of potential customers. At both stages, I received considerable assistance from the Board of Trade. In particular, I should like to record my appreciation of the helpfulness of ..... Commercial Officers in HM Government Office in Toronto. On less than one day's notice, Mr. ..... was kind enough to prepare a summary of the industries in which I was interested, and to provide the names of the appropriate individuals I should contact. In addition, until I had established a base in Toronto, I was allowed the use of an office from which to telephone.

There is no doubt that the success of the operation was due in large measure to this assistance.

Research Services Limited, London.

Praise for overseas Commercial Officers

NEWCASTLE-ON-TYNE shipping agent Mr. Michael Irwin praised the efficiency of overseas Commercial Officers when he returned from Canada recently.

Mr. Irwin, a director of William Dickinson and Co. Ltd., of 29 Quayside, Newcastle 1, had been touring Canada to check on export opportunities following devaluation.

Speaking of these officers in Canada he said: 'They provide a fountain of information of great value to both new and established exporters.'

He added: 'By the nature of their job they have the ear of leading businessmen in the countries to which they are appointed. Too often one hears of the success story of British exporters without any mention of the preliminary work often carried out by these hard-working officials.'

Mr. Irwin said that one Canadian importer had described these officials as 'the unsung heroes of British exports'.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(48/68) Consultancy Services for Ministry of Agriculture and Agrarian Reform. (Further Information.) Tender documents now available. E.S.B. 9363/68.*

ARGENTINA

(49/68) Construction of Transmission Line for Agua y Energia Electrica. April 1. E.S.B. 10494/68.*

(46/68) Concrete Posts and Brackets for Servicios Electricos Del Gran Buenos Aires S.A. March 26. E.S.B. 9851/68.*

AUSTRALIA

(49/68) Construction of Laboratories and Teaching Space for Australian National University. April 2. E.S.B. 10644/68.

(49/68) Switchgear for Brisbane City Council. March 29. E.S.B. 10474/68.*

Department of Civil Aviation:

(49/68) Wired Consoles. April 9. E.S.B. 10472/68.

(49/68) V.H.F. Radio Equipment. April 9. E.S.B. 10473/68.

Department of Supply:

(48/68) Electron Beam Guns. April 10. E.S.B. 9982/68.

(48/68) Meteorological Radar. April 2. E.S.B. 10437/68.*

Electricity Commission of New South Wales:

(48/68) Switchboards. April 1. E.S.B. 10441/68.

(46/68) Coal Conveying System. June 11. E.S.B. 9844/68.*

(49/68) Acid Dosing Plant. April 22. E.S.B. 10442/68.*

(49/68) Gas Cooling Plant. April 29. E.S.B. 10443/68.

(47/68) Switchgear for Northern Electric Authority of Queensland. April 24. E.S.B. 9920/68.*

(48/68) Radio Telephone Equipment for Queensland Government Railways. April 9. E.S.B. 9981/68.*

(47/68) Transformers for Sydney County Council. April 18. E.S.B. 9901/68.*

(48/68) Axle Box Units for Victorian Railways. April 3. E.S.B. 9980/68.

BELGIUM

(49/68) Lathe for SHAPE. March 28 E.S.B. 10632/68.*

BURMA

(48/68) Photographic Equipment for Burma Railway Board. March 28. E.S.B. 10417/68.*

(48/68) Electrical Equipment for Industrial Development Corporation. April 11. E.S.B. 10425/68.*

(48/68) Laboratory Equipment for Mineral Development Corporation Procurement Department. March 31. E.S.B. 10424/68.*

Ministry of National Planning:

(46/68) Steel. March 31. E.S.B. 9875/68.*

(46/68) Pipes and Fittings. March 31. E.S.B. 9874/68.*

(48/68) Roofing Materials. March 31. E.S.B. 10408/68.*

(48/68) Builders' Supplies. April 6. E.S.B. 10416/68.*

People's Oil Industry:

(46/68) Steel Safes. April 30. E.S.B. 9849/68.*

(46/68) Steel Cylinders. April 30. E.S.B. 9850/68.*

(46/68) Stainless Steel Liners. March 31. E.S.B. 9868/68.*

(46/68) Bitumen. March 31. E.S.B. 9869/68.*

(46/68) Pumping Units. April 30. E.S.B. 9870/68.*

(48/68) Gum Boots. March 31. E.S.B. 10415/68.*

Public Works Corporation:

(46/68) Emery Cloth. April 4. E.S.B. 9871/68.*

(48/68) Electrodes. April 8. E.S.B. 10407/68.*

State Timber Board:

(48/68) Chain Saw Files. April 18. E.S.B. 10409/68.*

(48/68) Glass Sheets: Mirrors. April 18. E.S.B. 10410/68.*

CANADA

Manitoba Hydro:

(48/68) Structural Steel. March 27. E.S.B. 10404/68.*

CEYLON

(48/68) Refuse Collection Vehicle for Anuradhapura Preservation Board. (Further Information.) Tender documents now available. E.S.B. 8239/68.*

Ceylon Cement Corporation:

(48/68) Cement Clinker. April 7. E.S.B. 10460/68.*

Ceylon Plywood Corporation:

(47/68) Traction Unit and Low Loader. April 1. E.S.B. 9904/68.*

(49/68) Ball and Roller Bearings for Ceylon State Hardware Corporation. April 3. E.S.B. 10627/68.

(48/68) Bleached Cotton Cloth for Department of Government Stores. April 9. E.S.B. 10438/68.

Department of Health:

(49/68) Pharmaceuticals. April 16. E.S.B. 10625/68.

(49/68) Pharmaceuticals. April 9. E.S.B. 10626/68.

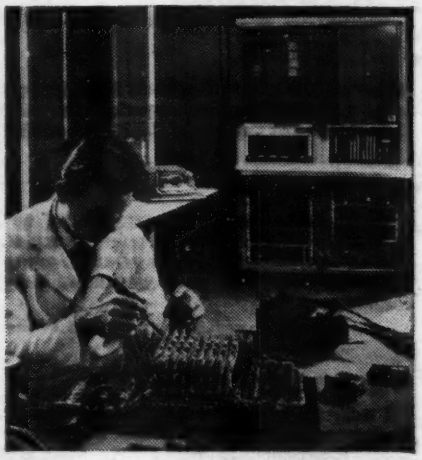
State Engineering Corporation:

(46/68) Glass. (Further Information.) Tender documents now available. E.S.B. 8795/68.*

(49/68) Miscellaneous Builders' Supplies. April 10. E.S.B. 10628/68.*

CHILE

(49/68) Transformers for Empresa Nacional de Electricidad SA. (Further Information.) A limited number of sets of documents have now been received in Export Services Branch for distribution. E.S.B. 9221/68.*



An operative at the Luton factory of George Kent (Petrochemical) completing assembly of the operator's control panel of a direct digital computer control system for Rhone-Poulenc, the French chemical company. The system, the second to be ordered by Rhone-Poulenc, provides fully standardized modular construction of both hardware and software allowing maximum flexibility with minimum of system engineering.

COLOMBIA

(49/68) Water Meters; Test Benches for Empresa de Acueducto y Alcantarillado de Bogota. May 3. E.S.B. 10629/68.

(49/68) Television Equipment for Instituto Nacional de Radio y Television. April 26. E.S.B. 10466/68.

COSTA RICA

(48/68) Hospital Beds for Caja Costarricense de Seguro Social. March 27. E.S.B. 10405/68.*

(49/68) Lifts for Proveeduria Nacional. April 16. E.S.B. 10623/68.*

(*Continued on page 862*)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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Please write to Box M11474.

MARKET RESEARCH

The Association of British Mining Equipment Exporters ("ABMEX") are planning to dispatch at short notice Market Research teams to Zambia and Rumania. It is hoped, as a result, to collate in the reports marketing opportunities for United Kingdom mining equipment manufacturers. Further information available from:

The Secretaries,
Association of British Mining Equipment Exporters ("ABMEX"),
301 Glossop Road, SHEFFIELD 10

Why not enter the COMMON MARKET with your OWN sales-organization?

DIRECTOR OF SALES (Dutch Nationality) speaking fluently English, German, French and Dutch with broad experience in establishing successful sales-organizations in BENELUX, GERMANY and FRANCE, excellent marketing and organizational background with well-known continental companies in consumer goods (electrical) and capital goods, wants to promote and organize sales in COMMON MARKET for British Manufacturers willing to enter EEC.

Offers only to be considered from manufacturers who want to establish and invest money in their own European sales-organization and preparing their continental market on a long-term sales-policy.

Box No. S6685, Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

CYPRUS

Ministry of Communications and Works:
(46/68) Architectural Project. (Further Information.) Closing date postponed to March 31. E.S.B. 7364/68.*
(49/68) Handling Equipment. March 30. E.S.B. 10621/68.*

ETHIOPIA

(46/68) Telephone Exchange Extensions for Imperial Board of Telecommunications of Ethiopia. April 23. E.S.B. 9882/68.*

FORMOSA

Central Trust of China:
(49/68) Heat Exchanger Tubes. April 1. E.S.B. 10603/68.*
(49/68) Pressure Gauges and Thermometers. March 30. E.S.B. 10604/68.*
(49/68) X-Ray Unit. March 3. E.S.B. 10605/68.*
(49/68) Insulator Assemblies. April 2. E.S.B. 10609/68.*
(49/68) D-Sorbital Solution. April 1. E.S.B. 10610/68.*
(49/68) Pipe Fittings. April 1. E.S.B. 10458/68.*
(49/68) Steel Silo. March 30. E.S.B. 10465/68.*
(49/68) Cigarette-making Machines. April 3. E.S.B. 10487/68.*
(49/68) Production Lathe. April 4. E.S.B. 10488/68.*
(49/68) Diethylene Glycol. April 2. E.S.B. 10489/68.*
(49/68) Welding Machine. April 1. E.S.B. 10491/68.*
(49/68) Locomotive Boiler Tubes. March 30. E.S.B. 10492/68.*
(49/68) Typewriters. April 5. E.S.B. 10495/68.*
(49/68) Alloy Steel Tubes. April 10. E.S.B. 10496/68.*
(49/68) Centrifugal Pumps. April 11. E.S.B. 10497/68.*
(49/68) Chemical Reagents; Gases; Titanium Sponges. April 6. E.S.B. 10498/68.*
(49/68) Gear Motor. April 5. E.S.B. 10499/68.*
(49/68) Engine Spare Parts; Radio Telegraphy Components; Navigational Aid Parts. April 3. E.S.B. 10500/68.*
(49/68) Testing Machine. April 2. E.S.B. 10602/68.*
(49/68) Garnett Machine. April 5. E.S.B. 10459/68.*
(49/68) Passenger Elevator. March 27. E.S.B. 10461/68.*
(49/68) Boiler Plates and Channels. April 5. E.S.B. 10462/68.*

FINLAND

(47/68) Gas Manufacturing Plant for Helsinki Gas Works. Closing date not yet determined. E.S.B. 9900/68.*

GREECE

(47/68) Asbestos Cement Pipe for Athens Sewage Organization. April 8. E.S.B. 9915/68.
(48/68) Permanent Way Materials for Direction General of Procurements. April 15. E.S.B. 10436/68.*
Institute of Social Insurance:
(47/68) Chemicals; Microbiological Material. April 9. E.S.B. 9925/68.*
(47/68) Microbiological Material. March 29. E.S.B. 9931/68.*
(47/68) Centrifuges. April 17. E.S.B. 9926/68.*
(47/68) Pharmaceuticals; Chemicals. March 29. E.S.B. 9927/68.*
(47/68) Pharmaceuticals; Chemicals. April 9. E.S.B. 9929/68.*
(47/68) Acrylic Mixture. April 17. E.S.B. 9930/68.*
Ministry of Commerce:
(47/68) Photographic Materials. March 27. E.S.B. 9923/68.*
(47/68) Aerial Spraying Contract. April 8. E.S.B. 9924/68.*
(47/68) Garage Equipment. (Further Information.) March 27. E.S.B. 34070/67.*
(47/68) X-Ray Film. (Further Information.) E.S.B. 37652/67.*
(48/68) Steel Tower Accessories. March 29. E.S.B. 36367/67.*
Public Power Corporation:
(48/68) Generator Set. April 9. E.S.B. 10431/68.*
(47/68) Photoelectric Time Switches. April 10. E.S.B. 9921/68.
(47/68) Measuring Equipment. April 1. E.S.B. 9922/68.

HONG KONG

(48/68) Asphalt and Bituminous Mixing Plant for Central Government Offices. April 19. E.S.B. 9947/68.*
(48/68) Overhead Cranes for Controller of Stores. April 19. E.S.B. 9928/68.*

INDIA

Bhabha Atomic Research Centre:
(47/68) Spectrophotometer. March 27. E.S.B. 9940/68.*
(47/68) Flame Photometer. March 28. E.S.B. 9941/68.*
(47/68) Two-pen Recorder. March 28. E.S.B. 9942/68.*
(47/68) Glass Laminates for Bharat Heavy Electricals Ltd. April 2. E.S.B. 9945/68.
(49/68) Fire-fighting Equipment for Bihar State Electricity Board. April 15. E.S.B. 10624/68.*
Bokaro Steel Ltd.:
(48/68) Timber Drying Kilns. April 1. E.S.B. 9950/68.
(48/68) Dust Extraction Plant. April 8. E.S.B. 9951/68.
Director-General of Supplies and Disposals:
(48/68) Vibration Testing Equipment. (Further Information.) E.S.B. 8788/68.*
(48/68) Universal Machine Tool. (Further Information.) E.S.B. 7774/68.*
(46/68) Capacitor Tissue Paper for Heavy Electricals (I) Ltd. (Further Information.) Tender documents now available. E.S.B. 8792/68.*
Hindustan Cables Ltd.:
(46/68) Steel Tape. April 2. E.S.B. 9845/68.
(48/68) Wire Coiler. (Further Information.) Tender documents now available. E.S.B. 9250/68.*
(49/68) Cartridge Fuses. April 2. E.S.B. 10631/68.
(48/68) Sand Pump Installation for State Port Offices, Madras. (Further Information.) E.S.B. 4403/68.*
(48/68) Transformers for UP State Electricity Board. May 1. E.S.B. 1648/68.*

IRAN

Iran Factories Corporation:
(48/68) Sugar Beet Presses. April 17. E.S.B. 9948/68.*
(48/68) Sugar Pulp Drier. April 15. E.S.B. 9949/68.*
Iranian Tobacco Monopoly:
(47/68) Adhesive. May 19. E.S.B. 9907/68.*
(47/68) Cigarette Papers. May 16. E.S.B. 9908/68.*

IRAQ

(49/68) Battery Charging Sets for Central Foreign Purchasing Board. May 12. E.S.B. 10634/68.
(49/68) Boiler for Cotton Seed Products Co. March 31. E.S.B. 8255/68.*
(49/68) Construction of Bridge and Approaches for Ministry of Communications. July 20. E.S.B. 10635/68.
(49/68) Cranes for National Electricity Administration. April 2. E.S.B. 10636/68.

IRISH REPUBLIC

(48/68) Miscellaneous Contractors' Supplies for Dublin Corporation. April 1. E.S.B. 9938/68.
(46/68) Artesian Well Boring for Land Commission. March 27. E.S.B. 9899/68.

JORDAN

(46/68) Pharmaceuticals for Central Tenders Board. March 27. E.S.B. 9839/68.*
Department of Supplies, Imports and Exports:
(46/68) Dental Preparations. March 27. E.S.B. 9838/68.*
(49/68) Communications Equipment. March 27. E.S.B. 10641/68.*
(49/68) Veterinary Medical Supplies. March 30. E.S.B. 10482/68.*
(49/68) X-Ray Film and Material. March 27. E.S.B. 10483/68.*
(49/68) Pumping Equipment for Jordan Petroleum Refinery Co. Ltd. April 16. E.S.B. 10672/68.*
(47/68) Semi-Trailers; Transport of Rock Phosphate for Jordan Phosphate Mines Co. Ltd. April 13. E.S.B. 9910/68.*

KENYA

(47/68) Microwave Relay Systems for East African Posts and Telecommunications Administration. (Advance Information.) E.S.B. 9911/68.

LEBANON

(48/68) Cordage for La Regie Libanaise des Tabacs. May 2. E.S.B. 9970/68.*
(50/68) Telephone Cable and Accessories for Service Technique des Telephones. March 27. E.S.B. 10663/68.*

LIBYA

(48/68) Construction of Public Building for Department of Public Works. April 22. E.S.B. 10000/68.

MALAYSIA

(46/68) Lemonade/Orangeade Powder for Ministry of Defence. April 4. E.S.B. 9837/68.*

MALTA

Treasury:
(46/68) Pharmaceuticals. April 4. E.S.B. 9829/68.*
(49/68) Helmets. April 11. E.S.B. 10620/68.*
(49/68) Pharmaceutical Drugs. April 4. E.S.B. 10479/68.*
(49/68) Polyethylene Rope and Twine. April 4. E.S.B. 10480/68.*
(49/68) Vitamins. April 11. E.S.B. 10481/68.*

MEXICO

(49/68) Alternators for Federal Electricity Commission. April 18. E.S.B. 10485/68.*

NEW ZEALAND

(46/68) Speed Control Retarders for Comptroller of Stores. April 24. E.S.B. 9890/68.
(46/68) Sound Reproduction Equipment for General Post Office. April 1. E.S.B. 9888/68.*

NIGERIA

(46/68) Building Programme Project for Ministry of Works and Transport. (Prequalification.) March 29. E.S.B. 9853/68.*

PAKISTAN

(49/68) Workshop Tools and Equipment; Storage Racks for Directorate of Supply. (Further Information.) April 15. E.S.B. 3504/67.*
(48/68) Electric Cable for East Pakistan Industrial Development Corporation. March 30. E.S.B. 9973/68.*

Two household products manufacturers, S. C. Johnson and Son Limited and J. Goddard and Sons Limited, are co-operating in an export marketing company to handle overseas sales. The company will be called Goddard Johnson Overseas Limited. The announcement was made jointly by Mr. S. C. Johnson (left), member of the board of S. C. Johnson & Son Limited and by Goddard's managing director, Mr. H. M. Goddard (right).

Karachi Port Trust:
(47/68) Cranes. May 22. E.S.B. 9919/68.*
Karachi Shipyard and Engineering Works Ltd.:
(50/68) Refrigeration Machinery and Spare Parts. March 28. E.S.B. 10666/68.*
(50/68) Hydraulic Dock Machinery. April 1. E.S.B. 10667/68.
(50/68) Pumps. April 3. E.S.B. 10668/68.
(50/68) Generator Sets. April 4. E.S.B. 10669/68.
Pakistan Western Railway:
(46/68) Locomotive Boiler and Flue Tubes. April 2. E.S.B. 9914/68.*
(49/68) Workshop Machinery. May 18. E.S.B. 10477/68.

PARAGUAY

(46/68) Pipes and Fittings for Municipalidad de la Capital. April 15. E.S.B. 9889/68.*

PERU

(47/68) Steel Cable; Cordage for Corporacion Peruana de Vapores. April 15. E.S.B. 9906/68.*

SAUDI ARABIA

(50/68) Telephone Exchange; Cable for Al Hasa Water Department. March 27. E.S.B. 10648/68.
(48/68) Construction of Industrial Estate for Ministry of Commerce and Industry. (Advance Information.) Closing date not stated. E.S.B. 13733/67.
(49/68) Telex Network for Ministry of Communications. April 23. E.S.B. 10611/68.
(50/68) Tools and Equipment for Public Works Department. March 30. E.S.B. 10650/68.
University of Riyadh:
(50/68) Engineering Tools Equipment and Materials. October 2. E.S.B. 10645/68.
(50/68) Scientific Films. May 18. E.S.B. 10646/68.

SOUTH AFRICA

(48/68) Laboratory Equipment for Cape Provincial Tender Board. April 5. E.S.B. 10401/68.*
(48/68) Water Pipeline for City Engineers Department. (Further Information.) Closing date postponed to April 5. E.S.B. 6896/68.
State Tender Board:
(48/68) Language Laboratory Equipment. April 8. E.S.B. 9984/68.*
(48/68) Cable. April 3. E.S.B. 9985/68.*
(48/68) Naval Brass Bar. March 27. E.S.B. 9987/68.*
(48/68) Lifting Grab. March 27. E.S.B. 9988/68.*

SUDAN

Sudan Railways:
(50/68) Water Distillation Plant. April 13. E.S.B. 10678/68.*
(50/68) Furnace Tank Wagons. May 23. E.S.B. 10679/68.*

SYRIAN ARAB REPUBLIC

(48/68) Submersible Pumps; Water Supply Equipment for Ministry of Municipal and Rural Affairs. May 11. E.S.B. 9843/68.

THAILAND

Metropolitan Electricity Authority:
(48/68) Electricity Meters; Terminal Adapters. April 16. E.S.B. 9859/68.*

(48/68) Electric Meters. April 23. E.S.B. 9967/68.*
(48/68) Transceiver for Provincial Electricity Authority (SAMSEN). March 29. E.S.B. 9966/68.*
State Railway of Thailand:
(46/68) Electric Bulbs. March 27. E.S.B. 9862/68.
(46/68) Mild Steel Bars. March 28. E.S.B. 9863/68.
(48/68) Wire. April 3. E.S.B. 9957/68.
(48/68) Underground Cables. April 2. E.S.B. 9958/68.
(50/68) Shearing Machine. April 10. E.S.B. 10657/68.*
(50/68) Circuit-breakers; Transformers; Ammeters. April 4. E.S.B. 10659/68.*
(50/68) Electrodes. April 3. E.S.B. 10651/68.
(50/68) Refractories. April 3. E.S.B. 10652/68.
(50/68) Piston Rods. April 1. E.S.B. 10653/68.
(50/68) Zinc Sheets. April 1. E.S.B. 10655/68.*
(50/68) Ventilating Fan. April 10. E.S.B. 10658/68.
(50/68) Feeder Regulators for Yanhee Electricity Authority. March 29. E.S.B. 10654/68.*

TURKEY

(48/68) Transformer for Ankara Electricity, Gas and Bus Administration. March 29. E.S.B. 9954/68.*
(48/68) Coupling Capacitor and Potential Device for Etabank Genel Mudurlugu. April 18. E.S.B. 9975/68.
(49/68) Diesel Generating Sets; Control Panels for PTT Genel Mudurlugu. (Further Information.) Closing date now April 15, not 25 as stated. E.S.B. 9297/68.
(48/68) Transformer and Switchgear Equipment for Turkish Cement Industries Corporation. April 15. E.S.B. 9955/68.*

UNITED STATES OF AMERICA

United States Bureau of Reclamation:
(47/68) Armature Winding. (Further Information.) E.S.B. 9270/68.
(47/68) Armature Winding. (Further Information.) E.S.B. 9271/68.
(47/68) Control and Telemetering Equipment. (Further Information.) Tender now re-issued with closing date April 11. E.S.B. 34511/67.
(48/68) Series Capacitors. (Further Information.) E.S.B. 35274/67.*
(49/68) Potential Transformers. March 27. E.S.B. 10478/68.*

VENEZUELA

(48/68) Construction of Hydro-Electric Project for CADAFE. (Further Information.) a translation of the original Press Notice has now been received in Export Services Branch. E.S.B. 9113/68.*

VIETNAM

(50/68) Tents for Central Procurement and Supply Authority. April 3. E.S.B. 10649/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

(48/68) Programme of Trade Promotions.

Algeria
(48/68) Inquiry in respect of metal buttons; textile fabrics. E.S.B. 28582/66.

Australia
(46/68) Agency inquiry for dagging shears. E.S.B. 9731/68.
(46/68) Agency inquiry for earth moving equipment. E.S.B. 9459/68.
(47/68) Agency inquiry for biscuits. E.S.B. 9739/68.
(48/68) Inquiry for electronic equipment; mechanical instrumentation. E.S.B. 38389/67.
(49/68) Inquiry for hospital equipment. E.S.B. 10295/68.
(49/68) Inquiry for medical equipment. E.S.B. 10257/68.
(49/68) Manufacture under licence – crumb rubber products. E.S.B. 6184/68.

Austria
(49/68) Agency inquiry for artists paints; diazo copiers; drawing machines; photocopiers dyeline. E.S.B. 10175/68.
(49/68) Agency inquiry for bulk conveying pneumatic vehicles. E.S.B. 10288/68.
(49/68) Agency inquiry for suiting and coat material. E.S.B. 9004/67.

Barbados
(46/68) Agency inquiry for cranes. E.S.B. 9718/68.
(48/68) Agency inquiry for cabinet hardware; sanitary ware. E.S.B. 9772/68.
(49/68) Agency inquiry for doors; plywood; wheelbarrows. E.S.B. 10041/68.
(48/68) Inquiry for printing equipment. E.S.B. 5528/68.

Belgium
(47/68) Agency inquiry for control equipment; display equipment; petroleum industry measuring apparatus. E.S.B. 3377/68.

Bolivia
(48/68) Inquiry for foodstuffs; fruit juices. E.S.B. 10160/68.

Bulgaria
(46/68) Inquiry for airport equipment. E.S.B. 5281/68.

Burma
(50/68) Methods of trade.

Canada
(46/68) Agency inquiry for truck spare parts. E.S.B. 9774/68.
(47/68) Agency inquiry for engineering and electronic products. E.S.B. 5418/68.
(48/68) Agency inquiry for natural gas plant; oilfield equipment; pipeline equipment and supplies. E.S.B. 9539/68.
(47/68) Inquiry for mechanical handling equipment. E.S.B. 9781/68.
(47/68) Inquiry for machine shop files. E.S.B. 9359/68.
(48/68) Inquiry for bottling and labelling plant; brewery equipment. E.S.B. 10313/68.
(48/68) Inquiry for cylinder seals. E.S.B. 9121/68.
(49/68) Inquiry for men's, women's and children's clothing. E.S.B. 4230/68.
(49/68) Inquiry for sanitary ware. E.S.B. 10121/68.

Caribbean Countries
(50/68) Market survey.

Ceylon
(48/68) Inquiry for calcium hydroxide manufacturing plant. E.S.B. 10184/68.

Costa Rica
(49/68) Agency inquiry in respect of construction of pier. E.S.B. 42012/67.

Denmark
(46/68) Inquiry for aluminium laths. E.S.B. 8809/68.
(47/68) Inquiry for synthetic pile cloth. E.S.B. 7575/68.

Dubai
(49/68) Inquiry for aluminium products. E.S.B. 10393/68.

El Salvador
(48/68) Agency inquiry for coated, bond and waxed paper. E.S.B. 9473/68.

Fiji
(48/68) Inquiry for printing machinery. E.S.B. 10597/68.

Finland
(49/68) Agency inquiry for berets. E.S.B. 10172/68.
(49/68) Agency inquiry for central heating equipment and accessories. E.S.B. 10210/68.
(49/68) Agency inquiry for cotton fabrics. E.S.B. 10183/68.
(49/68) Agency inquiry for miners head lamps. E.S.B. 10158/68.
(48/68) Inquiry for cotton and synthetic fabric. E.S.B. 9766/68.
(48/68) Inquiry for eggs processing machinery. E.S.B. 10176/68
(49/68) Inquiry for hosiery; knitwear; underwear. E.S.B. 8421/68.

France
(46/68) Agency inquiry for domestic hand tools. E.S.B. 9762/68.
(46/68) Agency inquiry for wool and synthetic waste. E.S.B. 3852/68.
(49/68) Agency inquiry for lambswool and leather jackets. E.S.B. 10320/68.
(48/68) Inquiry for electronic equipment; measuring and indicating devices; pumps; winches. E.S.B. 41782/67.
(48/68) Inquiry for furniture. E.S.B. 10329/68.
(49/68) Inquiry for electrically welded tubes. E.S.B. 10118/68

Germany, Federal Republic of
(46/68) Agency inquiry for electronic instrumentation and control equipment. E.S.B. 9560/68.
(47/68) Agency inquiry for motor vehicle accessories. E.S.B. 9773/68.
(48/68) Agency inquiry for industrial plastic sheeting bush. E.S.B. 6587/68.
(49/68) Agency inquiry for chamois leather. E.S.B. 8948/68.
(49/68) Agency inquiry for men's suitings; men's suits. E.S.B. 9013/68.
(50/68) Agency inquiry for gifts and souvenirs; greeting cards; men's, women's and girls' clothing; perfumed wrapping paper; psychedelic stickers. E.S.B. 8831/68.
(48/68) Inquiry for blazer cloth. E.S.B. 9797/68.
(48/68) Inquiry for optical equipment. E.S.B. 9501/68.
(48/68) Inquiry for quartz crystal blanks. E.S.B. 5480/68.
(48/68) Inquiry for steel valves and pressure holders. E.S.B. 10058/68.
(49/68) Inquiry for aluminium strips. E.S.B. 10708/68.
(49/68) Inquiry for chrome nickel wire blanks. E.S.B. 9623/68.
(49/68) Inquiry for toys. E.S.B. 10887/68.
(49/68) Manufacture under licence – alarm systems. E.S.B. 7781/68.
(50/68) Inquiry for jewellery. E.S.B. 10827/68.

Greece
(48/68) Agency inquiry for machine tools. E.S.B. 5668/68.
(48/68) Inquiry for invalid chairs. E.S.B. 9187/68.

Guyana
(46/68) Inquiry for reconditioned chip extractor; reconditioned engine; reconditioned winch. E.S.B. 9050/68.
(47/68) Inquiry for electric hot plates. E.S.B. 6967/68.

Hong Kong
(46/68) Agency inquiry for television sets. E.S.B. 9775/68.
(49/68) Inquiry for loudspeaker cloth. E.S.B. 10014/68.

India
(49/68) Inquiry for paper coating machinery. E.S.B. 10299/68.

Irish Republic
(46/68) Agency inquiry for car adhesives and sealers; car body fillers; car paints. E.S.B. 9642/68.
(48/68) Agency inquiry for furnishing fabrics; synthetic fur fabrics; textiles; women's outerwear. E.S.B. 9532/68.
(49/68) Agency inquiry for cotton and rayon piecegoods. E.S.B. 9574/68.
(49/68) Inquiry for foam flock; plastic eyes and noses; synthetic fabrics. E.S.B. 10598/68.

Israel
(47/68) Agency inquiry for electrical plugs and sockets; meat mincers; steel tape. E.S.B. 9461/68.
(48/68) Agency inquiry for aluminium foil container manufacturing machinery. E.S.B. 10025/68.
(49/68) Agency inquiry for record players; television receivers. E.S.B. 10348/68.
(50/68) Agency inquiry for chemicals. E.S.B. 10317/68.

Italy
(48/68) Agency inquiry for drills. E.S.B. 7769/68.
(48/68) Agency inquiry for glucose caramel syrup. E.S.B. 9625/68.
(48/68) Agency inquiry for water and smoke purification equipment. E.S.B. 9627/68.
(49/68) Agency inquiry for acrylic fibres; rags; wool yarns and waste. E.S.B. 10599/68.
(46/68) Inquiry for interlinings. E.S.B. 10013/68.
(48/68) Inquiry for commutators. E.S.B. 10259/68.

Jamaica
(49/68) Agency inquiry for wood working machinery. E.S.B. 10046/68.
(48/68) Inquiry for dimmers; styrene. E.S.B. 10144/68.
(49/68) Inquiry for charcoal briquettes manufacturing equipment. E.S.B. 10539/68.

Japan
(47/68) Market report on the wholesale and retail distribution of consumer goods. E.S.B. 8115/68.
(49/68) Selection of a trading firm as an agent in Japan. E.S.B. 22879/67.

Kenya
(48/68) Inquiry for clothing; drapery goods. E.S.B. 40011/67.

Lebanon
(48/68) Agency inquiry for church candles. E.S.B. 10159/68.

(Continued on next page)

†For further details of the 'Export Services Bulletin' see page 860.

(50/68) Agency inquiry for shirtings; woollen and worsted cloth. E.S.B. 10709/68.
(48/68) Inquiry for deformed steel bars. E.S.B. 10212/68.
(49/68) Inquiry for apple-processing equipment. E.S.B. 10500/68.
(49/68) Inquiry for bias binding tape; bottles; brassieres; dressing table sets; lace; lipstick cases; rubber gloves; tape measures. E.S.B. 10543/68.
(50/68) Inquiry for boiler. E.S.B. 10707/68.

Libya
(48/68) Inquiry for alcoholic drinks; motor car spares; paints and varnishes; storage batteries; yeast. E.S.B. 8852/68.
(49/68) Inquiry for battery making chemicals and materials. E.S.B. 8856/68.

Malta
(49/68) Inquiry for coffee producing machinery. E.S.B. 8322/68.

Mexico
(48/68) Agency inquiry for packing and wrapping machinery. E.S.B. 3850/68.

Morocco
(48/68) Inquiry for concentrates, extracts and essences. E.S.B. 9624/68.

Nepal
(49/68) Inquiry for hotel refrigeration equipment. E.S.B. 10503/68.

Netherlands
(48/68) Agency inquiry for air cushion vehicles; mechanical handling equipment; plastic and metal fabrications; protective coatings. E.S.B. 5560/68.
(48/68) Inquiry for fasteners. E.S.B. 45253/67.
(50/68) Inquiry for gardens tools; hardware; precision tools and instruments. E.S.B. 4092/68.

New Zealand
(48/68) Agency inquiry for woollen fabrics. E.S.B. 9782/68.
(47/68) Inquiry for translucent flexible door material. E.S.B. 45395/67.
(49/68) Inquiry for sheet metal working machine. E.S.B. 8658/68.

Nicaragua
(48/68) Inquiry for plywood plant machinery. E.S.B. 43978/67.

Nigeria
(49/68) Agency inquiry for electrical switchgear. E.S.B. 10247/68.

Norway
(48/68) Agency inquiry for chinaware; glass containers; tumblers. E.S.B. 10042/68.
(48/68) Agency inquiry for plastic wall covering. E.S.B. 9[illegible]
(50/68) Agency inquiry for coatings; suitings. E.S.B. 10[illegible]
(48/68) Inquiry for power transmission equipment. E.S.B. 7171/68.

Pakistan
(49/68) Manufacture under licence – concentrates; fruit juices and squashes; jams; jellies. E.S.B. 10797/68.

Peru
(48/68) Import Restrictions.

Rumania/Yugoslavia
(49/68) Trade Agreement.

South Africa
(47/68) Agency inquiry for packaging machinery and equipment. E.S.B. 9749/68.
(49/68) Inquiry for electrical motors slot lining materials. E.S.B. 10798/68.

Surinam
(47/68) Agency inquiry for diabetic products; medicaments. E.S.B. 3360/68.

Sweden
(46/68) Agency inquiry for textile fabrics. E.S.B. 9741/ and E.S.B. 9620/68.
(47/68) Agency inquiry for piece-goods. E.S.B. 9694/68.
(49/68) Agency inquiry for fun furs. E.S.B. 46818/67.

Trinidad and Tobago
(49/68) Agency inquiry for brush and comb sets; gift wrapping paper; handkerchiefs; linoleum; pins. E.S.B. 9124/68.
(49/68) Agency inquiry for shoes. E.S.B. 10221/68.
(47/68) Inquiry for hotel carpeting; hotel stainless steel ware. E.S.B. 10095/68.
(47/68) Inquiry for pressing and stamping tools. E.S.B. 42879/67

Turkey
(49/68) Inquiry for poultry breeding equipment. E.S.B. 10737/68.

Uganda
(48/68) Agency inquiry for canvas cloth; chemicals; cotton duck; fertilizers; tea manufacturing machinery equipment and tools. E.S.B. 8909/68.
(48/68) Agency inquiry for cosmetics and toiletries; dress fabrics; furnishing fabrics; pharmaceuticals; women's underwear and outerwear. E.S.B. 5521/68.

United States of America
(47/68) Agency inquiry for rubber thread and strip. E.S.B. 8599/68.
(46/68) Inquiry for boiler tubes. E.S.B. 8830/68.
(47/68) Inquiry for sheathed thermo couple wire. E.S.B. 5410/68.
(47/68) Inquiry for sporting, travel and leisure goods. E.S.B. 30980/67.
(48/68) Inquiry for oil hardening tool steels. E.S.B. 1576/68.
(48/68) Inquiry for science teaching apparatus. E.S.B. 10174/68.
(49/68) Inquiry for electric motors. E.S.B. 10817/68.
(49/68) Inquiry for twisted chain and wire fencing machines; wire working machines. E.S.B. 10117/68.
(50/68) Inquiry for sewage grinders. E.S.B. 10865/68.

Uruguay
(47/68) Manufacture under licence – air-conditioning units; domestic appliances; meter casings. E.S.B. 44669/67.
(49/68) Inquiry for waste conversion plant – further information. E.S.B. 32296/67.

Venezuela
(49/68) Agency inquiry for fish meal and oil plant equipment; marine fishing equipment. E.S.B. 8969/68.
(48/68) Inquiry for pumps. E.S.B. 10813/68.

Yugoslavia
(48/68) Agency inquiry for agricultural machinery and implements; building and construction machinery; motor vehicles; secondhand machinery. E.S.B. 10047/68.
(49/68) Agency inquiry for earth moving machinery; metal working machinery; paper, cellulose and wood industries machinery. E.S.B. 6980/68.

Zambia
(47/68) Agency inquiry for airguns; baby clothes; hats; knitwear; men's underwear and outerwear; shoes; suitcases; textiles; women's underwear. E.S.B. 2357/68.
(47/68) Inquiry for grain bags and jute twine; methyl bromide gas; printing and binding machinery. E.S.B. 8076/68.
(48/68) Inquiry for men's suits; shoes; tropicalised furniture. E.S.B. 6901/68.

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Billick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47533
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 673 of March 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Marketing expert visits Soviet Union

MR. COLIN MCMILLAN, the Overseas Marketing Corporation's director of exports to the USSR and Comecon countries, left London on March 6 on a fact-finding visit to Prague, Budapest, Bucharest and Moscow.

He will be away for three weeks and during this time will be carrying out a field survey of market possibilities for British goods handled by the Corporation.

In Russia he will be attending the SIMA Exhibition in Moscow and will be having discussions with the Soviet trade authorities about their requirements for British manufactures.

Substantial export orders

BRIAN ROBERTS, sales manager of Lan-Bar Limited of Redditch, Worcestershire, manufacturers of Lan-Bar gold-plated bathroom fittings who recently returned from an extended sales tour of Scandinavia and other EFTA countries, reports substantial orders for the new 24 carat gold-plated and chromium-plated fittings in addition to orders for selected items from the standard Lan-Bar range including heated towel rails in that area. The majority will be sold through large department stores. He said that great interest was shown in Lan-Bar products as the main competition is confined to less attractive pressed metal and plastic products. He felt there was great potential for good quality British made products in EFTA countries and added his company is pursuing a vigorous overseas selling drive.

New York show and seminar

PRIOR to exhibiting at the IEEA Show in New York from March 18-21, Mr. George Stow, managing director, and Mr. C. Hutton-Penman, technical director, of the Stow Electronics group of companies, will be holding an all day seminar on March 17, for their agent companies from nine States in North America.

Among the product lines which will be discussed during the seminar and exhibited at the Show, will be the Digitizer range of standard and miniature thumbwheel switches, the recently developed Impulse Digital Print Out-Unit and – an entirely new product – an Electronic Crowbar Module for overvoltage protection of integrated circuits.

After the exhibition Mr. Stow and Mr. Hutton-Penman will be touring Canadian companies in connection with a number of specific inquiries for the IDPU which are currently under negotiation.

Commenting on their forthcoming trip, Mr. Stow said: 'Our activities over the past 12 months, which included several visits to the United States, are beginning to prove fruitful and, as previously, we expect an even greater stimulus to sales to result from our March itinerary.'

Worldwide tours

BY THE end of spring C. W. Pittard & Co. Ltd., of Yeovil, Somerset – the largest gloving leather producers in the world – will have ringed the globe on a more intensive export drive than ever before.

Chairman Mr. Douglas Pittard has arranged for two directors, Messrs. A. H. Wood and F. S. Giles and three senior executives, Messrs C. P. Gillet, H. V. Homeyer and D. Samuel, to fly North, South, East and West, in a tremendous drive to boost sales in their already existing world-wide markets and to extend interest wherever possible in the fine quality gloving, clothing, shoe, handbag and general accessory leathers which the company produces.

The countries on the list to be visited within the next five months (some more than once) are: South Africa, Israel, Greece, the United States, Canada, Hong Kong, Japan, Philippines, Australia, Eire, New Zealand, Germany, Austria, Switzerland, Belgium, France, Italy, Czechoslovakia, Hungary, Cyprus, Portugal, Sweden, Norway, Finland and Denmark.

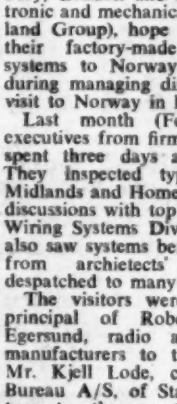
Exports to Scandinavia

HARTLEY ELECTROMOTIVES LIMITED, Shrewsbury, London and Edinburgh, electrical, electronic and mechanical engineers, (Hartley Crosland Group), hope to finalize plans to export their factory-made ('industrialised') wiring systems to Norway. Initial steps were taken during managing director Mr. J. L. Symonds' visit to Norway in late January.

Last month (February) two Norwegian executives from firms in the electrical industry spent three days as the guests of Hartley. They inspected typical installations in the Midlands and Home Counties and had detailed discussions with top technical executives of the Wiring Systems Division at Shrewsbury. They also saw systems being made up in the factory from architects' plans, packaged and despatched to many parts of the world.

The visitors were Mr. J. E. Odegaard, a principal of Robertson Radio-Elektro, of Egersund, radio and electronic instrument manufacturers to the shipping industry, and Mr. Kjell Lode, chief engineer of Teknisk Bureau A/S, of Stavanger, electrical contractors to the construction and shipbuilding industries.

Export drive in India, Pakistan and Ceylon



MR. F. WILDMORE and Mr. A. M. Hetherington, respectively deputy managing director and export sales manager of Ruston-Bucyrus Limited, the Lincoln crane and excavator makers, left on March 3 for a two-week export promotion tour of India, Pakistan and Ceylon.

Main aim of the tour was a review of the market situation for construction plant in these countries. It included detailed liaison with the company's distributors with emphasis on present and future plant developments.

Director off to New York

OFF TO New York on March 9, went the newest member of the 'Flying Lawsons' – not an acrobatic team – but the family who run the very successful Helix Company at Lye, Worcestershire. This time it is the turn of 24-year-old Mark to keep this company's flag flying at the New York Toy Fair.

During his trip Mark will visit the toy fair with their agent – Mr. David W. Berns (130 East 18th Street, New York, NY 10003) – and follow up with an extensive three weeks sales tour of the North-Eeastern States for his company's range of school equipment.

A family business in the true sense of the word – elder brother Peter is managing director – Helix Limited is Europe's largest manufacturer of school accessories. Last year, they entered the toy field for the very first time with a range of children's wooden push-along toys and creative play games.

Mark is following in his mother's footsteps. His mother, Mrs. Elsie Lawson, OBE, is the company's chairman, and the first woman member of a British National Export Council Committee.

Look! Cooking Film – based on a product of ICI – being produced on specially designed machines at the St. Albans factory of Terinex Ltd. Some 400 rolls of film can be produced by each operator per hour. The transparent oven wrap Look! is already exported to many countries including Australia, New Zealand, Canada, South Africa and parts of the Middle East. A further contract worth £10,000 has just been signed with a Swedish distributor for 12,000 dozen packs of the film and a sales campaign supported by advertising is due to commence there soon.

United States tour

MR. O. A. KELLY, managing director of the Kenco Coffee Company Limited, a wholly-owned subsidiary of the Gardner Merchant/Trust House Group, sailed in the 'Queen Elizabeth' on March 7 for a protracted visit to the United States.

This tour is in connection with the Kenco patented methods of pre-conditioning and packing coffee, which has particular application now that America is moving so rapidly into non-atmospheric flexible packs. Substantial interest is developing internationally amongst coffee roasters regarding this unique method of packaging.

Initially Mr. Kelly will be staying at the Plaza Hotel in New York where he may be contacted. His itinerary will include places as far afield as New York, Washington, Philadelphia, Ohio, Chicago, Springfield, San Francisco, Los Angeles, Houston and New Orleans.

Middle East tour

MR. D. F. HAYDON, sales director of Baird & Tatlock (London) Ltd., is, at present, making a tour of the Middle East to discuss, with the company's agents and representatives, future business prospects for laboratory instruments, apparatus and equipment for education, research and analysis.

Mr. Haydon left London on March 4 and his tour includes Tehran, Kuwait, Beiruit, Cyprus and Libya, and he will return to London on April 5.

Month's export tour

MR. PETER COLECLOUGH, deputy chairman of Howard Rotavator Co. Ltd., one of the Rotary Hoes Group, of West Horndon, Essex, has left for a month's tour of the Far East to visit Howard Rotavator distributors in Japan, the Philippines, Malaysia, Ceylon and India.

The Rotavator has already revolutionized wet rice tillage in these areas. A Rotavator and tractor combination will prepare in one hour the same acreage of wet padi that the traditional water buffalo and plough used to take three weeks to complete.

As a result the company's export sales to the Far East are increasing dramatically each year.

New markets in Brazil

THE Overseas Division of Norprint Limited, the British labelling system specialists, are launching their products in Brazil.

Mr. Harold Hubbard, the company's overseas sales and liaison engineer is flying to South America to supervize the installation of the first label overprinting and applying equipment to be sold there and to establish new contacts.

The agents appointed by the British company – the largest of its kind in Europe – are Monarch Marking Systems of Brazil (PO Box 1425, Rua Diogo Major, Sao Paulo).

Mr. N. R. Gilbert, overseas director of Norprint said: 'This is part of an ambitious programme to extend our overseas markets. Our labelling systems are well-known in Europe through our agents and especially our subsidiary companies in Norway, Sweden, Denmark and Holland. We have been successful in the Far East, particularly in Japan, and we also have a thriving subsidiary in Australia. Now we intend to expand our interests even more in the Southern Hemisphere.'

South African tour

THE MANAGING DIRECTOR of a small engineering company arrived back at Heathrow recently after a practical demonstration in South African heat, boarded another aircraft and flew off immediately to give a similar showing of equipment in Helsinki. His travels netted an extra order worth £8,000 from the Union and improved sales opportunities in Finland.

He was Fred Hope whose company, Self Energising Disc Brakes Ltd., of Datchet, Bucks, makes an articulated lorry safety device, he invented himself, which is in demand in seven countries. It helps to prevent jack-knifing of these vehicles.

Mr. Hope believes that as transport directors and managers are practical men they can best be convinced by on the spot demonstrations. He travels thousands of miles every year to drive heavy articulated lorries – he is an expert driver – giving spectacular before and after jack-knife demonstrations.

At a motor race track outside Johannesburg he showed what happens to a lorry, with and without the anti-jack-knife device fitted, on a surface coated with soft soap and sprayed with water. Some members of his audience travelled 400 miles to see the demonstration.

Arriving back in Britain he met his chief engineers and together they set off for Helsinki. There he drove an articulated tanker on a second motor race track – this time coated with ice.

Export drive in Mediterranean

MR. F. J. POOLE, export manager of Rentokil Laboratories Ltd., leaves the company's East Grinstead headquarters on March 24 on a trip to boost sales of insecticides, rodenticides, timber preservatives and fumigation equipment in the Mediterranean area.

He will be having talks with local agents and public health departments in Barcelona, Gibraltar, Lisbon, Nicosia, Tel-Aviv and Malta, returning to Britain on April 11.

Some of the products he is marketing are for household use, others are for professional or government pest control operators. They include preparations to deal with termites, mice, rats, flies, pests of stored food, items for use on ships, Scarecrow Strip bird repellent jelly, and water repellent wood preservatives.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

£100,000 Indian contract

Field work is scheduled to begin soon by a United Kingdom company, Hunting Surveys and Consultants Limited of Boreham Wood, Herts., on a United Nations contract worth more than $100,000, to carry out aerial photographic and airborne geophysical surveys in the Madras State of India.

Plessey system for German VTOL aircraft

Plessey Dynamics Group has secured a valuable order from the West German M.A.N.-Turbo Company of Munich for an advanced nozzle actuation system for the German Vereinigte Flugtechnische Werke VAK 191.B V/STOL aircraft.

Order from Japan

Rose, Downs & Thompson Limited (member of the Davy-Ashmore Group), the Hull company specializing in oil mill engineering, have just won a substantial order from Japan.

Boilers for Holland

Just eight weeks after initial negotiations, the first consignment of an order for large Steal-Standard gas boilers was shipped from Hull last week to Holland. It is confidently expected by this company that the order – worth £20,000 – will be followed by others and that, in 1968, £100,000 worth of this type of equipment will be exported to the Continent.

'Talking books' for Canadian blind

The first export consignment of a new type of 'talking book' comprising 250 compact reproducers and 1,000 pocket-sized cassettes each capable of storing over 12 hours of speech, was flown recently by VC10 from London to Toronto. This is part of a £50,000 order from the Canadian National Institute for the Blind for 1,000 reproducers and 4,000 cassettes, using standard ¼in. tape, and is of a design developed by Clarke & Smith Manufacturing Co. Ltd., of Wallington, Surrey, in conjunction with the Royal National Institute for the Blind in London, who have adopted it as standard equipment.

Swiss order

Switzerland's Posts, Telephones and Telegraphs Department has ordered further microwave radio equipment, worth about £250,000, from GEC (Telecommunications) Ltd., of Coventry, England.

Another export ship launched

Bartram's second SD.14 – the successful British designed Liberty-replacement – was launched recently in Sunderland for the Aegis Shipping Co. Ltd., of Piraeus. She was named 'George N. Papalios' by the Hon. Lady de Zulueta, wife of Sir Philip de Zulueta, a director of Hill, Samuel & Co. Ltd.

Russian order for ICI heart drug

ICI's Pharmaceuticals Division has received a substantial order from Russia for supplies of 'Inderal', a drug used in the treatment of certain heart and circulatory conditions. The order – for 40,000 packs – will be sent to Russia by air freight.

New bottling machines

Three machines just delivered by Albro Fillers and Engineering Company Limited, Ponders End, Middlesex, will shortly be boosting exports. They will be bottling 'Black and White' Scotch whisky at a rate of 21,600 bottles per hour. Albro's own export contribution is also substantial. Already this year they have completed various types of bottling and filling machinery for Australia, Belgium, France, Finland, Gambia, Kenya, Norway, Singapore, Spain, Switzerland and the West Indies.

Presses for export

The 14th 'package type' horizontal extrusion press to be built by Fielding and Platt Limited is nearing completion in the company's Gloucester works.

Since the presses were introduced five years ago they have been sold both at home and overseas. Export customers include Comaleo Products (Pty) Limited, New South Wales, Australia; Aluminium Extrusions (Pty) Limited, Victoria, Australia; and Indal Continental GmbH, West Germany.

Jet-powered pump for Kuwait

Some of the world's biggest tankers will soon be loaded by the most powerful crude oil pump yet designed and able to deliver 15,000 tons of oil an hour, loading a 312,000 ton mammoth tanker in some 20 hours.

The pump is to be installed at the mainland end of a 48in. diameter submarine pipeline which will deliver oil to tankers loading at a man-made terminal being built by the Kuwait Oil Company 10 miles off-shore. When complete, the island terminal will initially service the new fleet of 312,000 ton tankers which will trade between Bantry Bay and the Arabian Gulf. The first tanker will arrive in the Gulf in September 1968.

Export drive

As part of a concerted export drive following price advantage given by devaluation, Charles Churchill Limited, a TI company, will be exhibiting machine tools at no less than four overseas exhibitions during the spring of 1968.

(Continued on next page)

Rumania buys British BAC 111 jets

The British Aircraft Corporation announces that an agreement has been concluded in Bucharest for the purchase by Tehnoimport of six of the latest series 400 BAC One-Eleven short- and medium-haul jet airliners for operation by TAROM, the Rumanian national airline. First of the six new One-Eleven jets will be delivered in May of this year, with completion of the contract before the end of 1969.

British toy exports

It is estimated by the British Toy Manufacturers Association that the production figures of the industry for 1967 will total £64 million, of which £19 million was exported to 160 countries – an increase of £2.5 million over 1966.

The largest export market in 1967 was the United States, who purchased £4.2 million, as compared with £2.5 million in 1966. Western Germany came next with £1.63 million and Australia with £1.48 million. Fourth was Canada with £1.25 million.

The 1967 figures are significant in view of the remarkable progress that has been made since the last war. In 1947 the output was £16.96 million, with exports running to £3.70 million. In 1957 the figures were £35.85 million and £7.45 million.

Retail stocks for Denmark

Five Containerway and Roadferry containers loaded at the Watford factory of 'Mothercare' were shipped on the m.v. 'Stafford' at Felixstowe recently, bound for Copenhagen. The vehicles carried goods to stock a chain of new shops to be opened by 'Mothercare' in Denmark, the first stage of an expanding retail venture by 'Mothercare', who plan to operate a chain of 100 shops throughout Austria, Denmark, Norway, Sweden and Switzerland by 1972.

Sugar equipment

Thomas Broadbent & Sons, Limited (Huddersfield), manufacturers of centrifugals for the sugar industry and one of the first firms to win the Queen's Award to Industry for export achievement in 1966, have recently secured orders worth over £350,000 for their automatic sugar centrifuges and associated equipment.

These machines are for delivery to Belgium, Portugal, Ethiopia, South Africa, Colombia and Thailand.

£8 million biscuits exports

Figures of biscuit production for 1967 released by the Cake and Biscuit Alliance show the highest ever level at 586,147 tons. This compares with 580,276 tons in 1966, and 573,043 tons in 1965.

Nearly 29,000 tons of last year's production were exported, earning £8 million of foreign currency.

Equipment for Japan

With present accounting showing Marconi Marine with orders for fittings in Japanese yards on 47 newbuildings totalling 5,000,000 tons, and with another 19 vessels amounting to 1,000,000 tons having been fitted during the past 12 months, the Marconi International Marine Co., Ltd., has opened its 1968 Japanese yard account with an order calling for the supply of a most comprehensive range of electronic equipment for a 100,000 ton bulk carrier building at Uraga Heavy Industries for H. Clarkson & Co., Ltd. The vessel will be built under the supervision of J. & J. Denholm (Management) Ltd., Glasgow, who will also act as operating managers after commission.

Being fitted out in the heavy erection shop of SPP-Sigmund Pulsometer Pumps Ltd. is a mixed-flow pump for the Alto Vale Power Station in the Argentine. The pump is one of three which will be on circulating water service pumping at the rate of 10,750 *gpm against a* 45*ft. head.*

Rise in export orders

Since devaluation, Stanton and Staveley, Limited, have almost trebled their export order book, when compared with previous monthly averages. Devaluation by itself has contributed to this result to the extent of approximately 30 per cent of the total value booked.

Every possible effort is being made by the company profit from devaluation.

The main areas of the world in which these recent orders have been taken include the Near East, South America and Scandinavia.

Schools for France

One of the first major French projects in the C.L.A.S.P. System, a £1 million group of schools erected in the Olympic Village of Grenoble and completed in time for the opening of the Winter Games, so impressed the French authorities that a further £1¼ million programme for three more secondary schools, two near Grenoble and a third near Lyons, is to be undertaken in 1968.

Ecuador order

British Insulated Callender's Cables Limited have received an order worth some £62,000 from the Instituto Ecuatoriano de Electrificacion of Quito, Ecuador, for the supply of steel cored aluminium conductors and accessories.

Fertilizer complex in India

A $45 million addition to India's expanding fertilizer industry will be designed, engineered and constructed by Ferguson-Power-Gas International, under the terms of a letter of intent received recently from Zuari-Agro Chemicals Limited. The project encompasses a grass roots fertilizer plant with a capacity of 600 metric tons per day of ammonia and 1,030 metric tons per day of urea, as well as all site services, docks, water supply system including a reservoir, waste treatment plant and a permanent township adjacent to the factory. Ferguson-Power-Gas International is a joint venture of the H. K. Ferguson Company of Cleveland, Ohio, U.S.A., and The Power-Gas Corporation Limited, of Stockton-on-Tees and London.

The Power-Gas Corporation Ltd., a member of the Davy-Ashmore Group, is the United Kingdom's biggest engineering contractor to the chemical, petroleum, fertilizer, plastics, gas and non-ferrous metals extraction industries. Over the past 20 years Power-Gas has executed more than 60 contracts in India, including virtually all fertilizer plant work done for The Fertilizers and Chemicals Travancore, Limited (FACT) since 1946.

One and a half million dollars for British boatbuilders

British exhibitors on the joint venture stand at the New York Boat Show organized by the Ship and Boat Builders National Federation and the Board of Trade—netted 1,100,000 dollars-worth of American orders. Other British firms exhibiting separately brought the total business transacted for the United Kingdom up to approximately 1,500,000 dollars, a significant improvement on the previous best in New York (900,000 dollars in 1967.)

Locos for Cameroons

As a result of a World Bank adjudication a contract worth more than £40,000 for nine diesel hydraulic industrial locomotives for the Cameroon Development Corporation has been placed with Motor Rail Ltd., of Bedford.

Saudi Arabian contract

A British company has been awarded a contract to assist the Kingdom of Saudi Arabia to set up its own Aerial Survey Department under the Ministry of Petroleum and Mineral Resources. The contract is worth about £140,000 and calls for the Company, Fairey Surveys Ltd., of Maidenhead, Berkshire, to train and supervise Saudi Arabian technicians in ground control and mapping and to provide the basic data (in the form of air photography and ground control) for photogrammetric mapping.

Export drive in Moscow

Robert Stockwell Limited, the South London specialist fine-art printers, recently completed in the record time of about three weeks their biggest single batch of export printing in Russian. The project included a complete translation of medical literature by a special translator.

£40,000 order from South Africa

An order for draftgear, worth over £40,000, has been won from South Africa by the L.A.C. – the Consortium formed in January between the Avon Rubber Company and F. H. Lloyd & Company.

Spanish order

Laing Iberica S.A., the Spanish member company of the Laing Group, has been awarded a contract worth more than £½ million for the construction of bodegas and complementary facilities for Osborne y Cia. S.A., sherry and brandy producers, at Jerez de la Frontera, Spain. The work is in addition to new head offices now being constructed by Laing Iberica for the Osborne organization at Jerez, which are due for completion shortly.

£200,000 worth of orders

Contracts worth almost £200,000 have been awarded to J. E. Lesser (International) Limited (formerly G. H. Burgess & Co. Ltd.) of Hounslow, Middlesex, during the last 10 weeks. They include two orders for overseas work from George Wimpey & Co. Limited.

Overseas trade boost

Record overseas deliveries worth £154 million were made by English Electric during 1967, £47 million more than the previous year.

Exports from the company's factories in England, Scotland and Wales accounted for £82 million or 53 per cent, the remaining £72 million being deliveries from the company's factories in Australia, Europe, India, Pakistan, New Zealand and Canada.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are regisered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated March 1, 1968 (page 710) contained an announcement about trade in processed products with a fruit and vegetable base.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L51 dated February 29, 1968.

Regulation (CEE) No. 231/68 fixes for each member state the price difference for white sugar applicable for the calculating of levies and refunds for processed products with a fruit and vegetable base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in cereal based animal feedstuffs

THE *Board of Trade Journal* dated February 16, 1968 (page 528), contained an announcement about trade in cereal based animal feedstuffs.

The text of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 241/68 fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. L53 dated March 1, 1968).

Regulation (CEE) No. 242/68 fixes the refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. L53 dated March 1, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated February 16, 1968 (page 528) contained an announcement about the common organization of the market for cereals.

The text of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes* No. L53 dated March 1, 1968.

Regulation (CEE) No. 241/68 fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base.

Regulation (CEE) No. 242/68 fixes the refunds for processed feedstuffs with a cereal or rice base.

Regulation (CEE) No. 251/68 fixes the refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty of Rome.

Regulation (CEE) No. 252/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

The *Journal Officiel* No. L57 dated March 5, 1968, contained the text of the following Regulation:

Regulation (CEE) No. 263/68 modifies Regulation No. 473/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 727) which relates to import and export certificates in the cereals and rice sector.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO,

Common organization of the market for rice

THE *Board of Trade Journal* dated February 16, 1968 (page 528) contained an announcement about the common organization of the market for rice.

The text of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes* No. L53 dated March 1, 1968.

Regulation (CEE) No. 241/68 fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base.

Regulation (CEE) No. 242/68 fixes the refunds for processed feedstuffs with a cereal or rice base.

Regulation (CEE) No. 251/68 fixes the refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty of Rome.

Regulation (CEE) No. 252/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

Journal Officiel No. L57 dated March 5, 1968, contained the text of the following Regulation.

Regulation (CEE) No. 263/68 modifies Regulation No. 473/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 726), which relates to export and import certificates in the cereals and rice sector,

(*Continued on page* 871)

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Common organization of the market for ovalbumin and lactoalbumin

THE *Board of Trade Journal* dated February 23, 1968 (page 636), contained an announcement about the common organization of the market for ovalbumin and lactoalbumin.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L53 dated March 1, 1968.

Regulation (CEE) No. 247/68 modifies the supplementary amount for ovalbumin and lactoalbumin.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for eggs

THE *Board of Trade Journal* dated February 23, 1968 (page 636), contained an announcement about the common organization of the market for eggs.

The text of the following Regulations, which also affect trade in this sector, has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 226/68 fixes the refunds for eggs in the shell exported in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. L50 dated February 28, 1968).

Regulation (CEE) No. 248/68 modifies the supplementary amount for certain products in the egg sector (*Journal Officiel* No. L53 dated March 1, 1968).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for oils and fats

THE *Board of Trade Journal* dated March 8, 1968 (page 795) contained an announcement about the common organization of the market for oils and fats.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 232/68 fixes the production refunds for olive oil used in the manufacture of preserves of fish and vegetables (*Journal Officiel* No. L51 dated February 29, 1968).

Regulation (CEE) No. 243/68 fixes the amount of refund for olive oil (*Journal Officiel* No. L53 dated March 1, 1968).

Regulation (CEE) No. 244 fixes the amount of refund for oil seeds (*Journal Officiel* No. L53 dated March 1, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated February 9, 1968 (page 437), contained an announcement about the common organization of the market for pigmeat.

The text of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 222/68 fixes the refunds in the pigmeat sector for the period beginning February 27, 1968 (*Journal Officiel* No. L49 dated February 29, 1968).

Regulation (CEE) No. 233/68 modifies the supplementary amount for certain products in the pigmeat sector (*Journal Officiel* No. L51 dated February 29, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for sugar and products containing sugar, from July 1, 1968

THE *Board of Trade Journal* dated March 7, 1968 (page 795) contained an announcement about the common organization of the market for sugar and products containing sugar as from July 1, 1968.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L53 dated March 1, 1968.

Regulation (CEE) No. 246/68 establishes the means of application concerning the differentiation of delivery contracts for sugar beet.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Tariff quotas in the European Economic Community

THE *Board of Trade Journal* dated February 9, 1968 (page 348), contained an announcement about tariff quotas in the European Economic Community.

The *Journal Officiel des Communautés Européennes* No. L50 dated February 28, 1968 contains an announcement about **Decision No. 68/113/CEE** which grants to Germany an increase in the tariff quota previously granted for herrings, fresh chilled or frozen, intended for the processing industry (tariff heading No. ex 03.01 BI (a) 2). The tariff quota has been increased from 6,000 tons to 6,500 tons and is valid for the period June 16, 1967, to February 14, 1968. The additional quota of 500 tons is at a 0.5 per cent rate of duty.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

NORWAY

Tariff changes

THE NORWEGIAN STORTING (Parliament) decided on February 1 on the following increases, effective from February 6, in the basic rates of duty of the commodities listed below:

At the same sitting of the Storting, it was decided to reduce from February 6 the basic rate of duty of N.2Kr. per litre/Kg on ex. 22.02, non-alcoholic wines, to N.1Kr. per litre/Kg.

Tariff No.	Commodity	Old rate of duty	Rate of duty from February 6, 1968
ex 76.02	Wrought bars, rods, angles, shapes and sections, of aluminium *except* wire and wire rod of any cross section	6%	9%
ex 76.03	Wrought plates, sheets and strip of aluminium *except* corrugated sheets	6%	9%
76.06	Tubes and pipes and blanks therefor of aluminium; hollow bars of aluminium	5%	9%

Inquiries about this notice should be addressed to Board of Trade, Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461).

PORTUGAL

Import tariff amendment

THE PORTUGUESE *Diario do Governo*, First Series, No. 14, of January 17, 1968, published Decree Law No. 48205 amending the text of sub-headings 90.26.05-07 of the import tariff as follows with immediate effect:

90.26 .....

.....

Electricity supply meters:

05 For use with direct current or single-phase alternating current

06 Tri-phase alternating current active-energy meters

07 Not specified, including all rate and special purpose meters, in particular meters indicating maximum value, reactive volt-ampere-hour meters, 'trivecteurs', standard and recording instruments.

Decree Law No. 48206, published in the same issue, makes the following dispositions for EFTA purposes:

(i) The tariff changes resulting from the application of Decree Law No. 48205 shall be considered as new basic duties, replacing those laid down by Decree Law No. 45812 of July 10, 1964.

(ii) The basic duties provisionally established by Decree Law No. 45812 in relation to sub-heading 90.26.06 shall not apply to reactive volt-ampere-hour meters. They are made effective (but reduced by 20 per cent) from January 1, 1966, for all other products under this sub-heading, until that date treating as basic duties those previously in force in respect of such products.

(iii) In accordance with the provisions of Annex G of the Stockholm Convention, the future timetable of duty reductions to be applied to the new tariff sub-heading 90.26.06 until June 30, 1973, will be as shown below:

On December 31, 1968 – 10 per cent reduction;
On December 31, 1970 – 10 per cent reduction;
On December 31, 1972 – 10 per cent reduction.

As from June 30, 1973, the remaining 50 per cent will be successively reduced so as to be completely eliminated before January 1, 1890.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

SPAIN

Certificates of Origin

IN THE *State Gazette* of March 5, the Spanish authorities published an Order conceding several facilities in the application of Appendix 6 of the Customs Regulations relating to the justification of origin of imported goods, which appeared in the *Board of Trade Journal* of September 15, 1967, page 666. A translation of the Order is reproduced below:

Appendix 6 of the General Customs Regulations approved by an Order of this Ministry on July 19, 1967, established the principle that documentation certifying origin of goods must be issued by authorities and agencies established in the country of production, manufacture or preparation of the goods.

Frequently it happens that products from certain countries are sent to Spain from a third country, which, at times, involved certain difficulties in fulfilling this principle. It is, therefore, expedient to permit, in this respect, the issue of accreditive documents of origin in the country from whence the goods proceed, whenever the issuing agency can offer full guarantees for the Administration. And, in this case, it will be considered that this condition will be fulfilled by overseas Spanish Chambers of Commerce, or by Spanish Commercial Offices, where these Chambers do not exist, or by Consuls or career Vice-Consuls.

It is also expedient to delegate to the Directorate General of Customs the power to admit, apart from those described in the Appendix referred to above, other authorities or foreign agencies issuing Certificates of Origin with validity in Spain.

Finally, it is decided that, as a measure of simplification, the exemption from justification of origin can be agreed, in a general way, for commercial shipments whose value is less than 10,000 pesetas, as well as for shipments of crude petroleum oils and radio-active isotopes imported by the Nuclear Energy Board.

Thus, this Ministry, in pursuance of its powers, has agreed the following:

Article 1: The origin of goods prepared, produced or manufactured in a country, but that are re-exported to Spain from a third country, can be accredited by means of certificates issued by the Spanish Chamber of Commerce established in this last country. These certificates should comply with the formalities and information decreed in Appendix 6 of the Customs Regulations. The documents issued by these Chambers will be based on the certificates issued in the real country of origin, independently from other justifications that the Chambers might think suitable to request from those involved, or of proofs that they might wish to make for themselves. In every case, Chambers must keep for the disposition of the Administration the documentation – original, copy or photocopy – that has been used as a base to issue the certificates of origin.

In countries where official Spanish Chambers of Commerce do not exist, the certificates of origin referred to in the preceding paragraph can be issued by Spanish commercial offices or, in their absence, by Consuls or career Vice-Consuls.

Article 2: The power of permitting new authorities or foreign agencies to issue certificates of origin indicated in Number 2.1.1.1, paragraph 1, of Appendix 6 of the Customs Regulations, is delegated to the Directorate General of Customs.

Article 3: Shipments of goods whose value does not exceed 10,000 pesetas, and, in general, crude petroleum oils and radio-active isotopes imported by the Nuclear Energy Board, will be exempt from justification of origin in the terms of Point 5, Paragraph 1, of the said Appendix 6 of the Customs Regulations.

Opening of global quotas

THE SPANISH list of Global Quotas for 1968 was published in the *Board of Trade Journal* of February 16, page 531. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following Quotas:

Quota No.	Goods	Value of licences for which applications are invited	Applications to be presented by
		Pesetas	
1	Hops	35,000,000	March 30
2	Meat preserves	32,000,000	April 15
3	Fruit preserves	32,000,000	March 30
4	Miscellaneous food products	6,500,000	April 15
5	Soups and soup preparations	12,000,000	March 30
6	Beer	15,000,000	November 30
7	Fishmeal	191,400,000	December 31
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other Quotas	52,500,000	April 15
16	Phenoplast and furane resins	22,500,000	April 15
20	Polyvinyl chloride	15,000,000	April 15
22	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	22,500,000	April 15
23	Non-liberalized wood manufactures	6,750,000	April 15
24	Miscellaneous textile fibres	5,500,000	April 15
25	Yarns of miscellaneous textile fibres	8,250,000	April 15
26	Coconut yarns	22,500,000	April 15
27	Fabrics of miscellaneous textile fibres	38,300,000	April 15

Customs tariff: Correction

THE FOLLOWING correction should be made to the list of duty reductions which appeared in the *State Gazette* of December 15, 1967, and was published in the *Board of Trade Journal* of January 19, page 208:

Delete all reference to Tariff Heading 29.04 A 2, and substitute the following:

Tariff heading	Description	Transitory Duty	
		Existing rate	Percentage reduction
29.04 B 2	Polyhydric alcohols, other than ethanediol	13%	60%

FRANCE

Import sanitary regulations for live animals

THE FRENCH *Journal Officiel* of February 29 announced that the derogation granted on April 8, 1967, under Article 2 of the Arrêté of August 17, 1964, for the importation of wild and domestic

carnivorous animals other than dogs, cats and mink, has been suspended.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, Exts. 423, 408, 288).

AUSTRIA

Equalization of turnover tax

INCREASED RATES of equalization tax on imported goods for Austria came into effect on February 1, 1968.

The new rates range from 6.25 per cent to 13 per cent.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 458, 459 and 461).

YUGOSLAVIA

Customs tariff amendments

IT HAS BEEN reported from the British Embassy in Belgrade that the Yugoslav Government have announced the following increased rates in their Customs Tariff.

Tariff No.	Description	Tariff rate per cent
	Concentrated extracts and essences for making alcoholic beverages:	
22.09.9 (a)	distilled wine	35% + 4 dinars per litre on the basis of 55° alcohol
22.09.9 (b)	other	35%
	Carbon including carbon black, acetylene black and lamp black:	
28.03.1	highly-active carbon black	10%
	Hydrogen, rare gases and other non-metals:	
28.04.4 (a)	arsenic, boron, selenium and tellurium	Free
28.04.4 (d)	silicone	15%
28.46.1 (a)	Borates of sodium	10%
28.46.2 (a)	Perborates of sodium	10%
29.06.1 (b)	Phenols purified	12%
29.13.1 (a) 2	Monoketones: acetone purified	12%
36.04.1 (a) 1	Igniters: electric, millisecond mining	20%
	Films in rolls of a width more than 8 mm and not exceeding 35 mm:	
37.02.1 (b) 1	Black and white	17%
37.02.1 (b) 2	colour	20%
	Films in rolls of a width more than 35 mm:	
37.02.1 (c) 1	Black and white	17%
37.02.1 (c) 2	colour	20%
	Polyvinyl chloride:	
39.02.1 (a)	liquid	18%
39.02.1 (b)	powder and grains	18%
39.02.1 (c)	other forms	18%
39.02.3	Polyethylene	18%
39.02.6	Polystyrene	18%
	Paper for printing and writing:	
48.01.2 (a)	for printing	18%
48.01.2 (b)	for writing	18%
	Kraft paper and cardboard:	
48.01.3 (a)	Kraft paper	15%
48.01.3 (b)	cardboard	18%
	Paper and paperboard; other: paper	
48.01.5 (a) 1	for bookbinding, of a kind used for covers	12%
48.01.5 (a) 2	for hygienic purposes (toilet paper and napkins)	12%
48.01.5 (a) 3	wrapping paper, other than Kraft wrapping paper and paperboard	15%
48.01.5 (a) 4	drawing paper	15%
48.01.5 (a) 5	blotting paper	15%
48.01.5 (a) 6	filter paper	12%
48.01.5 (a) 7	other	15%
	Pasteboard:	
48.01.5 (b) 1	white, grey or brown	18%
48.01.5 (b) 2	special	18%
48.01.5 (b) 3	other	18%
	Paperboard:	
48.01.5 (c) 1	multilayer paperboard	18%
48.01.5 (c) 2	from rags	4·5%
48.01.5 (c) 3	other	18%
48.01.5 (d)	Cellulose wadding	4·5%
	Parchment or greaseproof paper and paperboard and imitations thereof, and glazed transparent paper:	
48.03.1	transparent paper	9%
48.03.2	greaseproof paper	18%
48.03.3	other	12%
	Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated:	
48.05.1	crepe paper	12%
48.05.2	corrugated paperboard	15%
48.05.3	perforated paper (monotype and quick)	9%
48.05.4	other	12%
	Millstones, grindstones, grinding wheels and the like:	
	Other:	
68.04.2 (a)	of natural material	5%
68.04.2 (b)	of artificial material	8%
	Hand polishing stones, whetstones, oil stones, hones and the like:	
	Other:	
68.05.2 (a)	of natural material	5%
68.05.2 (b)	of artificial material	8%
	Unglazed setts, flags and paving, hearth and wall tiles:	
69.07.1	of common earthenware	8%
69.07.2	of faience	10%
69.07.3	of other ceramic material	10%
	Glazed setts, flags and paving, hearth and wall tiles:	
69.08.1	of common earthenware	10%
69.08.2	of faience	12%
69.08.3	of porcelain	12%
69.08.4	of other ceramic material	12%
	Glass in balls, rods and tubes, unworked (not being optical glass): tubes of glass:	
70.03.1 (a)	of neutro-glass	5%
70.03.1 (b)	other	8%
73.08	Hot-rolled iron or steel coils for re-rolling	15%
	Universal plates of iron or steel:	
73.09 (1)	Lamellae	18%
73.09 (2)	Other	18%
	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision made); hollow mining drill steel:	
73.10 (1)	wire rod	18%
73.10 (2)	other	18%
	Angles, shapes, and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched, or made from assembled elements:	
	Angles, shapes and sections, 80 mm or more; sheet piling:	
73.11.1 (a)	angles, shapes and sections	19·5%
73.11.1 (b)	sheet piling	19·5%
73.11.2	Other	19·5%
	Hoop and strip, of iron or steel, not rolled or cold-rolled:	
	Hot-rolled strip:	
73.12.1 (a)	other than coated	21%
73.12.1 (b)	coated	21%
	Cold-rolled strip:	
73.12.2 (a)	other than coated	24%
73.12.2 (b)	coated	24%
	Sheets and plates, of iron or steel, hot- or cold-rolled:	
73.13.1	More than 4·75 mm in thickness, other than tinned plates and sheets	18%
73.13.2	3 mm or more, but not more than 4·75 mm, in thickness, other than tinned plates and sheets	18%
73.13.3	Less than 3 mm, not plated, coated or clad	18%
73.13.4	Tinned plates and sheets	19·5%
73.13.5	Less than 3 mm, plated, coated or clad (other than tinned plates and sheets)	19·5%
73.13.6	Other	19·5%
	Iron or steel wire, whether or not coated, but not insulated:	
73.14.1	Coated	24%
73.14.2	Other	21%
	Alloy steel and high carbon steel in forms mentioned in headings Nos. 73.06 to 73.14:	
73.15.1	Ingots of high carbon steel	13·5%
73.15.2	Ingots of alloy steel	13·5%
73.15.3	Blooms, billets, slabs, sheet bars and roughly forged pieces of high carbon steel	13·5%
73.15.4	Blooms, billets, slabs, sheet bars and roughly forged pieces of alloy steel	13·5%
73.15.5	Coils for re-rolling, of high carbon steel	21%
73.15.6	Coils for re-rolling of alloy steel	21%
73.15.7	Wire rod of high carbon steel	24%
73.15.8	Wire rod of alloy steel	24%
73.15.9	Bars and rods (excluding wire rod) and hollow mining drill steel, of high carbon steel	24%
73.15.10	Bars and rods (excluding wire rod) and hollow mining drill steel, of alloy steel	24%
73.15.11	Angles, shapes and sections, 80 mm or more, and sheet piling of high carbon steel	24%
73.15.12	Angles, shapes and sections, 80 mm or more, and sheet piling of alloy steel	24%
73.15.13	Angles, shapes and sections, less than 80 mm of high carbon steel	24%
73.15.14	Angles, shapes and sections, less than 80 mm of alloy steel	24%
73.15.15	Sheets and plates, more than 4·75 mm in thickness and universal plates of high carbon steel	24%
73.15.16	Sheets and plates, more than 4·75 mm. in thickness and universal plates of alloy steel	24%
73.15.17	Sheets and plates, 3 mm or more, but not more than 4·75 mm in thickness, of high carbon steel	24%
73.15.18	Sheets and plates, 3 mm or more, but not more than 4·75 mm in thickness of alloy steel	24%
73.15.19	Sheets and plates, less than 3 mm in thickness, not plated, coated or clad, of high carbon steel	24%
73.15.20	Sheets and plates, less than 3 mm in thickness, not plated, coated or clad, of alloy steel	24%
73.15.21	Sheets and plates, less than 3 mm in thickness, plated, coated or clad, of high carbon steel	24%
73.15.22	Sheets and plates, less than 3 mm in thickness, plated, coated or clad, of alloy steel	24%
73.15.23	Foil of high carbon steel	24%
73.15.24	Foil of alloy steel	24%
73.15.25	Wire of high carbon steel	24%
73.15.26	Wire of alloy steel	24%
73.15.27	Other	24%
	Railway and tramway track construction material of iron or steel:	
	Rails:	
73.16.1 (a)	Railway rails	19·5%
73.16.1 (b)	Other	19·5%
	Other:	
73.16.2 (a)	Crossings	21%
73.16.2 (b)	Track accessories	19·5%
73.16.2 (c)	Other	19·5%

(Continued on next page)

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YUGOSLAVIA, *continued*

Tariff No.	Description	Tariff rate per cent
73.17	Tubes and pipes, of cast iron	19·5%
	Tubes and pipes and blanks therefor, of iron (other than cast iron) or steel, excluding high pressure hydro-electric conduits:	
73.18.1	Blanks	21%
	Seamless tubes and pipes:	
73.18.2 (a)	Drill pipe	24%
73.18.2 (b)	Casing over 1¼ inches of all kinds	24%
73.18.2 (c)	Of stainless steel	24%
73.18.2 (d)	Other	24%
	Other:	
73.18.3 (a)	Welded tubes	24%
73.18.3 (b)	Other	24%
73.19	High-pressure hydro-electric conduits of steel, whether or not reinforced	24%
86.02.3	Electric locomotives fed from a single system	20%
86.02.4	Electric locomotives fed from several systems	20%
86.03.1	Diesel electric locomotives	20%
86.03.2	Diesel hydraulic locomotives and other diesel locomotives other than those under 86.03.1	20%
86.04.1	Motor passenger trains	25%
86.04.2	Railbuses	25%
86.04.3	Mechanically propelled railway coaches	25%
86.04.4	Mechanically propelled tramway passenger coaches	25%
	Railways goods vans, goods wagons and trucks:	
86.07.1 (e)	Wagons for transporting small cattle	20%
86.07.1 (f)	Wagons for transporting big cattle	20%
86.07.1 (g)	Wagons for transporting poultry	20%
86.07.1 (h)	Wagons for transporting live fish	20%
	Other:	
86.07.1 (j) 1	Covered goods wagons	20%
86.07.1 (j) 2	Open goods wagons	20%
	Barges (tugs):	
89.02.1	Harbour and outside harbour barges intended for salvaging, of over 600 h.p.	Free
89.02.2	Other	20%

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Import licensing

THE BRITISH EMBASSY in Belgrade reports that the Yugoslav Government has announced changes in the classification of certain goods under the import categories in the Yugoslav Law on Foreign Exchange Transactions. (See the notice published in the *Board of Trade Journal of March* 3, 1967, *page* 610.)

Among the items affected are raw materials, chemicals and manufactured goods, including some textiles and machinery.

Further details may be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

TURKEY

Veterinary Customs Offices

THE MINISTRY OF AGRICULTURE in Turkey has established Control Posts at Edirne/Karaagac on the Bulgarian frontier, and at Icel (Mersin) on the east Mediterranean coast. They will be known as Veterinary Customs Offices (Tahaffuzhane ve Gumruk Mudurlugu).

These Control Posts are authorized to conduct health controls on all animals, meat and animal products which will be imported into Turkey or exported from Turkey by road. The control and inspection of all animals, meat and animal products passing through Turkey in transit will also be carried out by this organization according to the regulations at present in force in Turkey.

ALGERIA

Imports of bovines and meat

THE ALGERIAN *Journal Officiel* of February 6, 1968, announced that as from that date all imports of the undermentioned goods would be the responsibility of the Office National de Commercialisation (ONACO):

01-02 A II and B	Live animals of the bovine species.
02-01 A II	Meat, fresh, chilled, or frozen, of the bovine species.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

MOROCCO

Import liberalization

THE MOROCCAN Exchange Control Office has announced the following amendments to the Lists A and B of the liberalization measures as published in the *Board of Trade Journal* of July 7, 1967 (pages 61-64).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

List A (Goods for which import licences are not required)

Nomenclature	Products
Delete:	
17.01.01/02/03	Raw sugar in powder form
Add:	
Chapter 28 (except 28.01.01, 28.06.11, 28.08.01, 28.09.01, 28.16.11, 28.23.01, 28.24.00, 28.31.11/13, 28.38.12, 28.44.00, 28.53.00)	Inorganic chemical products, comprising precious metals, radio-active elements, rare earth metals and isotypes
36.07.00	Ferro-cerium and other pyrophoric alloys in all forms
Instead of:	
62.05	Dress patterns, nets, napkins, sanitary towels, etc.
Read:	
62.05 (except 62.05.21/31)	Dress patterns and nets

List B (Goods for which import licences are required)

Nomenclature	Products	1967 Quota (DH '000)
Instead of:		
12.01.01	Groundnuts	1,500 t (2,000)
Read:		
12.01.01	Groundnuts	P.M.
Add:		
17.01.01/02/03	Raw sugar in powder form	S.B.
26.01.02	Roasted iron pyrites (pyrites cinders)	500 t (16)
26.01.05	Aluminium ores	4,000 t (120)
Delete:		
Chapter 28 (except 28.01.01, 28.06.11, 28.08.01, 28.09.01, 28.16.11, 28.23.01, 28.24.00, 28.31.11/13, 28.38.12, 28.44.00, 28.53.00)	Inorganic chemical products, comprising precious metals, radio-active elements, rare earth metals and isotopes	25,000
Add:		
45.03.21, 45.04.13	Floats of natural and agglomerated cork	5
Instead of:		
Chapter 48 (except 48.05.01, 48.07.26, 48.15.51, 48.16.01/05/11/12/13/14, 48.17.00, 48.21.02/16)	Papers and paperboards; articles of cellulose wadding, paper and paperboard	35,000
Read:		
Chapter 48 (except 48.05.01, 48.07.26, 48.16.01/05/11/13/14, 48.17.00, 48.21.02/12/16)	Papers and paperboards; articles of cellulose wadding, paper and paperboard	35,000
Add:		
61.11.01/11	Other clothing accessories	50
62.05.21/31	Napkins, sanitary towels, etc.	1,200
Instead of:		
73.94.11 to 19	Light wire or black annealed wire, copper or zinc treated	1,500
Read:		
73.94.11 to 19	Light wire or black annealed wire, copper or zinc treated	4,500
Instead of:		
73.36.21/31	Apparatus for use with gas, including those of the combined type burning gas and liquid fuel, and parts	40
Read:		
73.36.21/31	Apparatus for use with gas, including those of the combined type burning gas and liquid fuel, and parts	4,000
Add:		
84.15.02	Refrigerating jars	S.B.

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable of a proposal to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industry	Product
Metal working	Metal arts and crafts

This notice means that it has been represented to the Minister of Finance that the development or establishment of this industry in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before April 1, 1968, of his objections and of the grounds on which they are based.

AUSTRALIA

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **nonyl phenol** (tariff items 29.06.900, 38.19.991 and 38.19.999).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty: General	Rates of Duty: Preferential
29.06	Phenols and phenol-alcohols:		
*29.06.100	Phenol; 2, 2-Di(p-hydroxy-phenl) propane; o-cresol and its sodium salt; mixed cresol isomers and their sodium salts; mixed xylenol isomers and their sodium salts. SUPPORT VALUE for calculation of SVD as follows: Phenol * $405 per ton.	In respect of phenol – 40% and 90% of SVD. In respect of the remainder of the goods – 40%	In respect of phenol – 30% and 90% of SVD. In respect of the remainder of the goods – 30%
*29.06.200	2-Naphthol; condensates being reaction products of: (a) butyraldehyde with mixed dimethyl pehnols; (b) 2 - (methylcyclohexyl) - 4 - methyl - phenol with formaldehyde; or (c) 4 - methyl - 6 - t - butylphenol with formaldehyde	25%	15%
29.06.900	Other	7½%	Free
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products) being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:		
38.19.9	Other:		
*38.19.920	Products and preparations in which the constituent that gives the goods their essential character is aluminium	Free	Free
38.19.93	Non-chemically defined products that are not mixtures:		
*38.19.931	Put up for retail sale	22½%	10%
*38.19.939	Other	7½%	Free
38.19.99	Other:		
38.19.991	Put up for retail sale	The rate in these columns (being a First Schedule rate) that applies to the constituent that gives the goods their essential character, and 90% of SVD or TVSD, as the case may be, if the constituent that gives the goods their essential character is subject to support duty; or, if higher, 22½%	10%
38.19.999	Other	The rate in these columns that applies to the constituent that gives the goods their essential character, and 90% of SVD or TSVD, as the case may be, if the constituent that gives the goods their essential character is subject to support duty	

*Shown for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than April 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 631/68.

(Continued on next page)

AUSTRALIA, *continued*

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **compressed gas cylinders and similar pressure containers of iron or steel** (tariff items 73.24.100, 73.24.900).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.24	Compressed gas cylinders and similar pressure containers, of iron or steel:		
73.24.100	Cylinders of a kind in which anhydrous ammonia and gases are commonly imported	12½%	Free
73.24.900	Other	55% Primage 5%	27½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than April 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 629/68.

Tariff Board inquiry (3)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **screws for wood** (tariff items 73.32.910 or 74.15.910).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.32	Bolts and nuts (including bolt ends and screw studs) whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel:		
73.32.9	Other:		
73.32.910	Screws for wood	20%	10%
74.15	Bolts and nuts (including bolt ends and screw studs) whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers, of copper:		
74.15.9	Other:		
74.15.910	Screws for wood	20%	10%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than April 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 630/68.

Tariff changes (including temporary duties)

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff proposals which came into effect on February 8, 1968. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
08.01	Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not:				
08.01.2	[Bananas:				
08.01.290	Other]	$0·008 per lb.	$0·008 per lb.	No change (Under new item 08.01.200)	
08.01.200	*Bananas*	No change (Under former item 08.01.290)		$0·008 per lb.	$0·008 per lb.
28.42	Carbonates and percarbonates; commercial ammonium carbonate containing ammonium carbamate:				
28.42.1	Sodium hydrogen carbonate; sodium carbonate; *basic lead carbonate:*				
28.42.110	[Sodium hydrogen carbonate; sodium carbonate decahydrate]	25%	15%	No change (Under new item 28.42.110)	
28.42.110	*Sodium hydrogen carbonate; sodium carbonate decahydrate; basic lead carbonate*	No change (Under former item 28.42.110)		25%	15%
		22½%	12½% (Under former item 28.42.200)		
28.42.200	[Lead carbonate, basic]	22½%	12½%	25% (Under new item 28.42.110)	15%
28.42.200	*No sub-item*				
29.16	Alcohol-acids, aldehyde-acids, ketone-acids, phenol-acids and other single or complex oxygen-function acids, and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:				
29.16.1	[Acetylsalicylic acid; methyl salicylate; salicylic acid; sodium salicylate:				
29.16.110	Acetylsalicylic acid	22½%	12½%	25% (Under new item 29.16.100)	15%
29.16.120	Methyl salicylate; salicylic acid; sodium salicylate	25%	15%	No change (Under new item 29.16.100)	
29.16.200	Chloromethylphenoxyacetic acid and its salts and esters]	25%	15%	No change (Under new item 29.16.100)	
29.16.100	*Acetylsalicylic acid; methyl salicylate; salicylic acid; sodium salicylate; chloromethylphenoxyacetic acid and its salts and esters*	No change (Under former items 29.16.120; 200)		25%	15%
		22½%	12½% (Under former item 29.16.110)		
29.16.200	*No sub-item*				
32.09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packs of a kind sold by retail:				
32.09.3	Pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; white lead in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media:				
32.09.310	[White pigments containing, when in a dry anhydrous state, not less than 25% by weight of TiO_2; chromic oxide; cadmium pigments	25%	15%	No change (Under new item 32.09.310)	

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
32.09.340	White lead in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media]	22½%	12½%	25% (Under new item 32.09.310)	15%
32.09.310	*White pigments containing, when in a dry anhydrous state, not less than 25% by weight of TiO2; chromic oxide; cadmium pigments; white lead in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media*	No change (Under former item 32.09.310)		25%	15%
32.09.340	*No sub-item*	22½% (Under former item 32.09.340)	12½%		
	After note 3 to Chapter 64 insert the following note:				
	4. The following goods are specified for the purposes of sub-paragraphs 64.02.911 and 64.02.991, that is to say, sand boots and shoes that –				
	(a) were in transit to Australia on December 28, 1967; and				
	(b) are entered for home consumption within 21 days after importation.				
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material:				
64.01.2	Goloshes:				
64.01.210	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent	12½% and $0·55 per pair	$0·55 per pair	45% or, if higher, 12½% and $0·55 per pair	30% or, if higher, $0·55 per pair
64.01.290	Other	12½% and $0·35 per pair	$0·35 per pair	45% or, if higher, 12½% and $0·35 per pair	30% or, if higher, $0·35 per pair
64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within item 64.01) with outer soles of rubber or artificial plastic material:				
64.02.2	[Sand boots and shoes:				
64.02.210	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent	12½% and $0·55 per pair	$0·55 per pair	45% or, if higher, 12½% and $0·55 per pair; and except in respect of goods specified in note 4 to this Chapter, if the f.o.b. price per pair is less than $0·70, a temporary duty of an amount per pair equal to the difference (Under new item 64.02.911)	30% or, if higher, $0·55 per pair;
64.02.290	Other	12½% and $0·35 per pair	$0·35 per pair	45% or, if higher, 12½% and $0·35 per pair; and except in respect of goods specified in note 4 to this Chapter, if the f.o.b. price per pair is less than $0·50, a temporary duty of an amount per pair equal to the difference (Under new item 64.02.991)	30% or, if higher, $0·35 per pair;
64.02.300	In sizes not exceeding size 1 in the second series of footwear sizes or the equivalent, or in styles designed exclusively for female wear and in sizes exceeding size 1 in the second series of footwear sizes or the equivalent, being footwear having outer soles and uppers of leather	40%	25%	45% or, if higher, 12½% and $0·55 per pair (Under new item 64.02.919)	25% or, if higher, $0·55 per pair
				45% or, if higher, 12½% and $0·35 per pair (Under new item 64.02.999)	25% or, if higher, $0·35 per pair
64.02.9	Other:				
64.02.910	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent	45% or, if higher, 12½% and $0·55 per pair	25% or, if higher, $0·55 per pair	No change (Under new item 64.02.919)	
64.02.990	Other]	45% or, if higher, 12½% and $0·35 per pair	25% or, if higher, $0·35 per pair	No change (Under new item 64.02.999)	
64.02.2	*No sub-item*				
64.02.300	*No sub-item*				
64.02.9	*Other:*				
64.02.91	*In sizes exceeding size 1 in the second series of footwear sizes or the equivalent:*				
64.02.911	*Sand boots and shoes*	12½% and $0·55 per pair (Under former item 64.02.210)	$0·55 per pair	45% or, if higher, 12½% and $0·55 per pair; and except in respect of goods specified in note 4 to this Chapter, if the f.o.b. price per pair is less than $0·70, a temporary duty of an amount per pair equal to the difference	30% or, if higher, $0·55 per pair;
64.02.919	*Other*	40% (Under former item 64.02.300)	25%	45% or, if higher, 12½% and $0·55 per pair	25% or, if higher, $0·55 per pair
64.02.99	*Other:*	No change (Under former item 64.02.910)			
64.02.991	*Sand boots and shoes*	12½% and $0·35 per pair (Under former item 64.02.290)	$0·35 per pair	45% or, if higher, 12½% and $0·35 per pair; and except in respect of goods specified in note 4 to this Chapter, if the f.o.b. price per pair is less than $0·50, a temporary duty of an amount per pair equal to the difference	30% or, if higher, $0·35 per pair;
64.02.999	*Other*	40% (Under former item 64.02.300)	25%	45% or, if higher, 12½% and $0·35 per pair	25% or, if higher, $0·35 per pair
		No change (Under former item 64.02.990)			
73.34	Pins (other than hatpins or other ornamental pins or drawing pins), hairpins and curling grips, of iron or steel:				
73.34.900	Other	55% Primage 5%	27½%	45%	27½%
81.04	Other base metals, unwrought or wrought, and goods made thereof; cermets, unwrought or wrought, and goods made thereof:				
81.04.900	Other	55% Primage 5%	27½%	45%	27½%

(Continued on next page)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
82.04	Hand tools (including mounted glaziers' diamonds) not falling within any other item in this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts for, machine tools; portable forges; grinding wheels mounted on frameworks (whether hand or pedal-operated):				
82.04.2	Blowpipes; mitre boxes; soldering irons; vices not being hand tools:				
82.04.240	Other vices	55% Primage 5%	27½%	45%	27½%
84.51	Typewriters, other than typewriters incorporating calculating mechanisms; cheque-writing machines:				
84.51.100	[Electrically operated	7½%	Free	No change (Under new item 84.51.000)	
84.51.900	Other]	12½%	Free	7½% (Under new item 84.51.000)	Free
84.51.000	*Typewriters, other than typewriters incorporating calculating mechanisms; cheque-writing machines*	No change (Under former item 84.51.100) 12½%	Free (Under former item 84.51.900)	7½%	Free
84.55	Parts and accessories (other than covers, carrying cases and the like) of a kind used solely or principally with machines of a kind falling within item 84.51, 84.52, 84.53 or 84.54:				
84.55.1	Suitable for use with machines of a kind falling within item 84.51:				
84.55.110	[Of a kind used solely or principally with machines of a kind falling within sub-item 84.51.9]	12½%	Free	No change (Under new item 84.55.110)	
84.55.110	*Of a kind used solely or principally with non-electrically operated machines*	No change (Under former item 84.55.110)		12½%	Free
90.14	Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; rangefinders:				
90.14.200	[Magnetic compasses other than prismatic compasses; patent logs; sounding machines]	12½%	Free	7½% (Under new item 90.14.900)	Free
90.14.200	*No sub-item*				
90.14.900	[Other]	7½%	Free	No change (Under new item 90.14.900)	
90.14.900	*Other*	No change (Under former item 90.14.900) 12½%	Free (Under former item 90.14.200)	7½%	Free
92.01	Pianos (including automatic pianos, whether or not with keyboards); harpsichords and other keyboard-stringed instruments; harps but not including aeolian harps:				
92.01.100	[Pianos	$54·50 each, or, if higher, 44%	$10 each, or, if higher, 17½%	$54·50 each, or, if higher, 40% (Under new item 92.01.100)	$10 each, or, if higher, 17½%
92.01.200	Automatic upright pianos that are entered for home consumption before December 31, 1971]	$54·50 each, and 8%; or, if higher, 52%	$10 each, and 4%; or, if higher, 21½%		
92.01.100	*Pianos (including automatic pianos) whether or not with keyboards*	$54·50 each, or, if higher, 44% (Under former item 92.01.100)	$10 each, or, if higher, 17½%	$54·50 each, or, if higher, 40%	$10 each, or, if higher, 17½%
		$54·50 each, and 8%; or, if higher, 52% (Under former item 92.01.200)	$10 each, and 4%; or, if higher, 21½%		
92.05	Other wind musical instruments:				
92.05.100	Baritones; bassoons; bombardons; bugles; clarionettes; cornets; cornophones; cor anglais (wood); cor tenor (brass); contrabassoon (brass); doblophones; euphoniums; flutes; fifes; musettes; oboes; hautbois piccoloes; saxophones; trombones; trumpets; tubas; bagpipes; flageolets; flugel horns; French horns; koenig tenor horns; vocal ballard horns	12½% Primage 5%	Free	In respect of the case, box or container, if any – 17½% In respect of the remainder of the goods – 7½%	Free
92.05.900	Other	7½%	5%	In respect of the case, box or container, if any – 17½% In respect of the remainder of the goods – 7½%	In respect of the case, box or container, if any – 5% In respect of the remainder of the goods – Free

ARGENTINA

Changes in import duties

ARGENTINE GOVERNMENT DECREE No. 637 of February 15, 1968 introduces changes in the import duties on items falling in Chapter 73 of the tariff (iron and steel and articles thereof).

On some items duties have been increased. On others, which are not produced in Argentina or where production is insufficient to meet requirements, duties have been reduced. Importation of certain of these items is subject to the approval of the Direccion Nacional de Fabricaciones Militares. Official prices on which to base import duties have been fixed on a number of items. Details are as follows:

Tariff No.	Item	US dollars
		per metric ton
73.01.02.99	Other forms of pig iron including spiegeleisen	75·50
73.02.01.00	Ferro-manganese	170·00
73.02.02.01	Ferro-silicon 75-80%	240·00
73.02.02.01	Ferro-silicon 45-50%	160·00
73.02.02.02	Ferro-silico-manganese	185·00
73.08.00.00	Strip coils for re-rolling of iron or steel	141·60
73.09.00.00	Universal plates of iron or steel	126·50
73.14.00.03	Wires with less than 0·25% carbon, not coated, unwrought	123·00
73.17.00.01	Tubes of cast iron of over 600 mm diameter	180·00
73.17.00.99	Other cast iron tubes	210·00

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URUGUAY

Imports of scrap iron and steel

BY A RECENT Uruguayan decree imports of scrap iron and/or scrap steel will, for a period of one year, be totally exempted from payment of the import tax established by Article 173 of Law No. 13,637 of December 21, 1967.

Consular invoicing

HM EMBASSY, Montevideo, have reported changes in procedures established last year (see the *Board of Trade Journal* of August 25, 1967, page 501) for the visaing and countersigning of consular invoices and certificates of origin. For exports from the United Kingdom, consular invoices and certificates of origin, the former accompanied by the respective commercial invoices, should be submitted to a Uruguayan consulate in the United Kingdom for visaing or countersigning. Corrections to statements made on consular invoices and other shipping documents may be made by the consulate concerned either within 96 hours of visaing or after the arrival of the goods in Uruguay but before the appointment of an examiner from the Uruguayan Customs Authorities, subject to payment of any charges involved.

VENEZUELA

Import documentation

IT HAS BEEN REPORTED by HM Embassy at Caracas that, according to a letter published in the Caracas Chamber of Commerce Bulletin, the Venezuelan Director of Customs has given instruction to Venezuelan Consular Offices overseas which affect the consular certificate on manifests, etc.

Essentially, the instructions lay down that, in future, Venezuelan Consular Offices will insist that the date of embarkation of the merchandise be included in the documents presented to them for authentication.

Import licensing restrictions

IT HAS BEEN reported by HM Embassy at Caracas that, in view of the local increase in the production of pigs for industrial uses, the Venezuelan Ministries of Development and Agriculture have decided that import licences imposed on this product in April 1967 should be further subject to a local purchase quota system; in order to import 1 Kg. of pigmeat, local firms will have to produce evidence of having purchased 8 Kgs. of local pig.

Imports will be further restricted to firms which have imported this merchandise in the past, and monthly imports may not exceed one-twelfth of the amount imported over the previous year.

The resolution enters into effect from the date of publication, February 12, 1968.

A Spanish text of the resolution, together with a free translation of the same, is available for inspection on application to Tariff Section, Export Services Branch, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

MEXICO

Shipping documents

HM EMBASSY in Mexico City report that, according to a notice issued by the Ministry of Finance on February 29, all shipments arriving at Mexican frontiers on or after March 15 and ports on or after April 1 must in addition to all other required shipping documents be accompanied by whatever documents are normally issued by the customs authorities of the exporting countries.

No further details are available at the time of going to press but as inquiries are being made British firms may wish to contact Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290), quoting reference CRE 2730/6G, for later information.

BAHAMAS

New industrial property legislation

THE INDUSTRIAL Property Act, 1965, which consolidates and amends the law relating to patents for inventions and trade marks and provides for the protection of industrial designs, and the Industrial Property Rules, 1967, made under the new Act came into force in the Bahamas on June 1, 1967. Copies of the Act and the Rules are available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

BARBADOS

Industrial Incentives Act 1963

THE Barbados Government is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Elastic webbing, cotton webbing, braids and woven labels.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applicaions for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676 C, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which amends Part III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Import Duty) by the addition of the following new paragraph:

Materials for use in the manufacture of paper-bags and exercise books.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST OF Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) by the deletion of item 88 (Potatoes, Irish, table . . .) and the substitution therefor of the following:

'88. Potatoes, Irish:
(a) Table, fresh or prepared in any form,
(b) Seed, for planting,' and

(ii) by the addition of the following new item:

'153. Machine tools and dies of all descriptions.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CANADA

'Not made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes.

Of 'a class or kind not made in Canada':
Mercury Bichloride,
Mercury chloride, i.e. (corrosive sublimate).
(Ruling effective March 1, 1968).

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-1, dated March 1, 1968.

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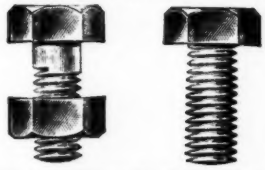

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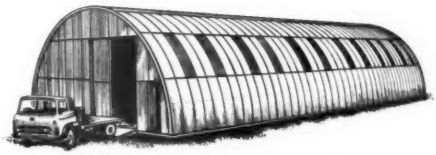

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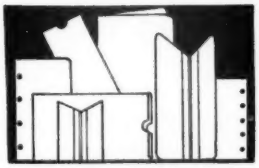

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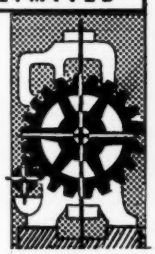

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United States consular offices in the UK	17 June 1966

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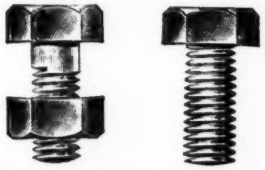

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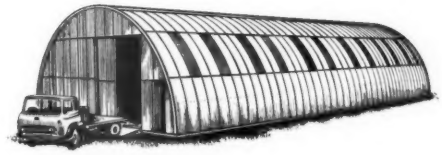

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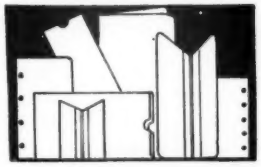

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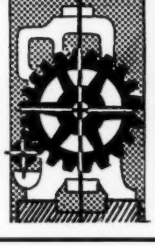

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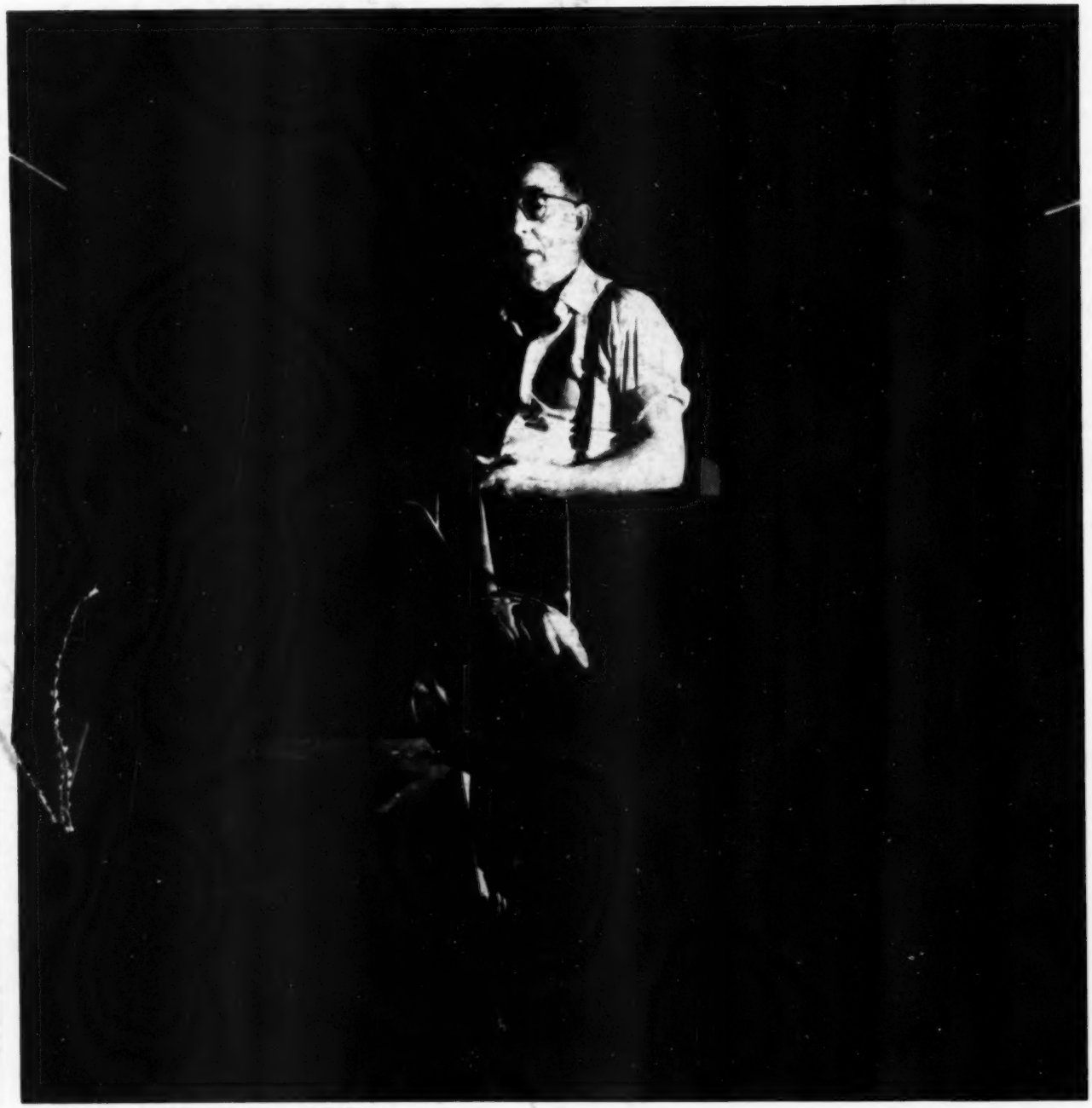

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